

NOVEMBER NUMBER 1904

THE LARKIN IDEA

50 CENTS A YEAR



LARKIN GLOSS STARCH
IS READY FOR
LARKIN PATRONS

Larkin Gloss Starch

FULLEST STRENGTH

BRIGHTEST COLOR

ABSOLUTE PURITY

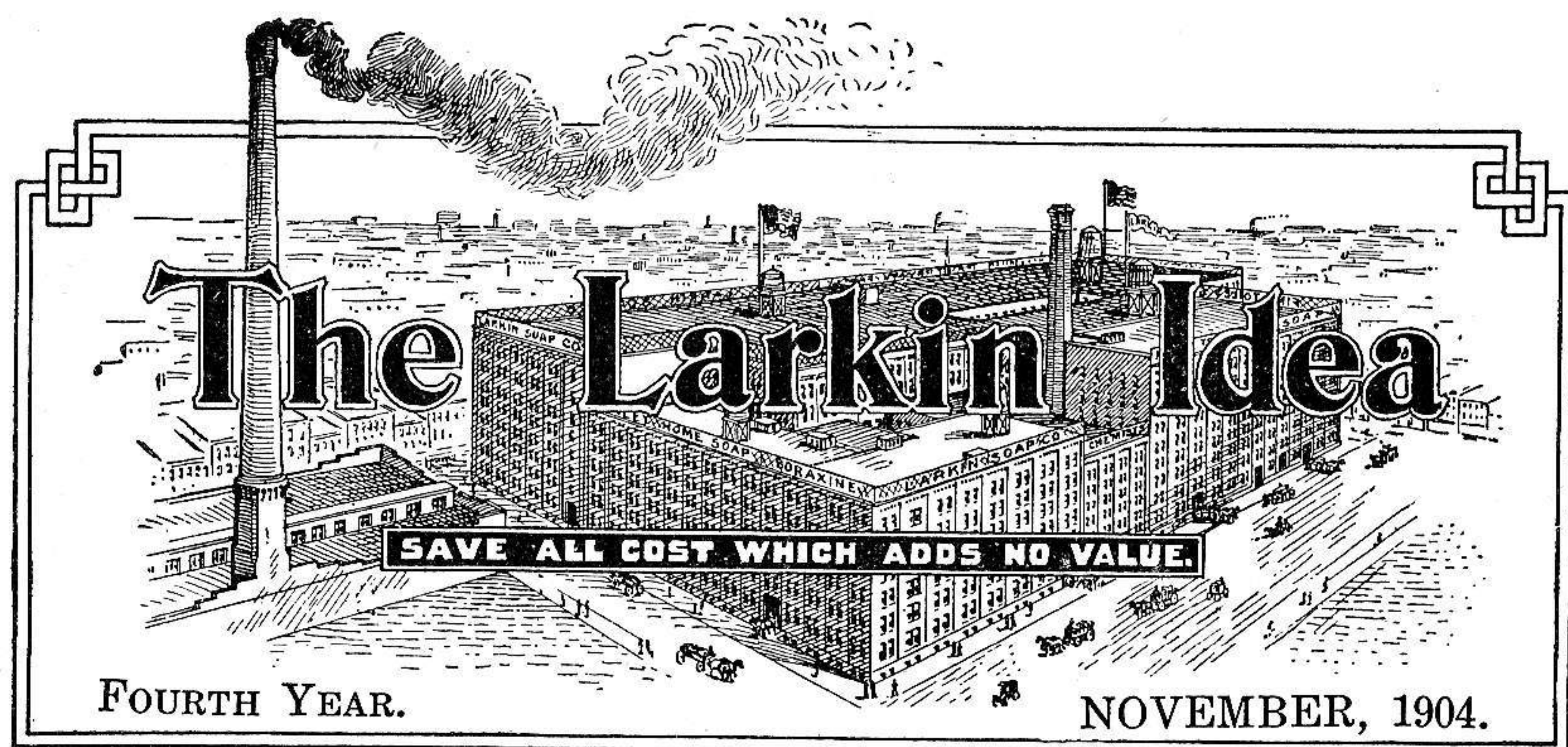


ON and after December 1st, 1904, orders for this important laundry requisite may be included in orders for Larkin Soaps and Products.

Price per carton of 3 lbs. full weight, 20 cents.

Larkin Street, **Larkin Co.** Buffalo, N. Y.

ESTABLISHED, 1875.



COOKERY IN LILLIPUT.

BY MRS. J. Q. BARLOW.

Hazel put her finger on a pretty dimpled chin.
Her sleeves were rolled up carefully and fastened with a pin ;
A dainty little cap she wore upon her shining curls.
She was a skillful little cook, this prettiest of girls.

In Lilliput, on Thursday, there is to be a tea,
And Hazel means then to display her finest cookery ;
So she is making sponge cake, and that, you see, is why
She stands with finger on her chin and speculative eye.

Her little book of recipes lies on the table near ;
She turns the pages till the rule for sponge cake doth appear,
And now she is quite ready, with everything at hand.
Utensils and materials are all at her command.

Don't bother her with questions ; don't get in Hazel's way ;
For if you did but know it, this is Hazel's busy day.
But if you wish to know her way that you as well may cook,
She uses Larkin Extracts ; they're listed in this book.

AMAZED AT THE LARKIN FACTORIES.

Four distinguished Hollanders, professors in the Engineering Academy at Delft, recently came to Buffalo for the purpose of making a close study of educational methods, and of the leading industrial and manufacturing plants, which have become famous of late. Prof. H. ter Meulen favored us with a visit, and expressed himself as follows :—

“We arrived from Cornell University this morning, and it fell to my lot to visit what I consider one of the largest plants of this kind in the country, the Factories of the Larkin Co. Their magnitude is most won-

derful. The cleanliness that is apparent throughout is one of the things I shall make a strong point of in my report. We were sent here by our government to seek new ideas, which will be put into practice in Holland.”

We were also favored with a visit from Mrs. Bradley, from Black Heath, England. She is a Buffalonian by birth, but has resided abroad since childhood. She says the Larkin Co. is well known throughout England, and that the papers are constantly mentioning our Company. This goes to show the popularity we have gained in foreign lands by our fair and liberal dealings.

A Thanksgiving Story.

BY MRS. LEWIS M. WATSON.

THOMAS BROWN was a man in the prime of life, blessed with a good wife, who always had a bright fireside, a tempting meal and a cheerful face awaiting him when he returned from his business. His five children, from Kate, the only daughter, down to Tottie, a round-faced, chubby boy, were as good and dutiful as children could be, and Mr. Brown felt justly proud of his wife, children and home. But there was one thing that often marred the peace and comfort of the little household, and that was his ungoverned temper. Mr. Brown, pleasant and good-natured as he seemed, was subject to serious fits of passion, if contradicted when he believed himself to be in the right.

It happened that in the month of November Mr. Brown was called away on business. Before starting he announced to the home circle his intention of bringing back the finest turkey that money could buy.

"You know, my dear," he said to his wife, "the 24th of this month will be Thanksgiving Day, and we must have a turkey roasted to commemorate it."

The family applauded this idea.

On the 22d of November, Mr. Brown, having completed his business and purchased a magnificent turkey, a grandfather bird for size but marvelously tender, set out on his return journey in high spirits, his turkey reposing in a hamper in the baggage-car.

When he reached his home-station, the crowd around the baggage-car was very great. Trunk after trunk was tumbled out. After a long time Mr. Brown saw and claimed his traveling-bag, but there was no sign

of the precious hamper. He became impatient and called out:

"There's a hamper somewhere in the car. I wish you would hand it out."

A gentleman standing near remarked, "There is nothing for it but patience, I'm afraid. I, too, am waiting for a hamper."

"Are you, indeed?" answered Mr. Brown, glancing at the speaker. "It's a nuisance waiting here; these fellows are as slow as snails."

"There is a great deal of luggage," suggested the stranger, quietly; then with more animation, "Ah, there is my hamper at last."

"There is some mistake, Sir," cried Mr. Brown, as he seized the willow handle, "this hamper is not yours. It is mine."

"I am sorry to contradict you, Sir," answered the other, "yet I must repeat, this hamper is mine."

"Am I to doubt the evidence of my own eyes?" cried Mr. Brown, who was becoming very angry. "I tell you this hamper belongs to me. It contains a turkey that I bought this morning. Now are you still prepared to dispute my claim?"

"I do not doubt, for a moment, that you believe this to be your property," answered the stranger, his quiet, even tones forming a strong contrast to Mr. Brown's loud voice and excited gestures, "but I can assure you there is some mistake. You see it is not addressed, but simply bears the Railway Company's label. I had not time to check it properly this morning, so I brought it as it is. I will also tell you that it does not contain a turkey, but is simply a basket of oranges."

"I could swear in any court of law that it is my hamper, and what you say about its not being addressed proves it. My hamper had no direction except the Company's printed label," shouted Mr. Brown, almost purple with suppressed rage.

"Suppose we open it and see what it does contain," suggested the stranger; "that would be the quickest and easiest way to settle the matter."

"No, Sir: we will not open it," cried Mr. Brown, who was now in a towering passion. "You may be thankful that I don't hand you over to the police for trying to steal my property. Porter, don't stand there like a grinning idiot. Take these things to that cab, and be quick about it. As for you, Sir, here is my card. If you wish to hear any more about this hamper, call at that address."

The gentleman took the card, placed it carefully in his pocket, and then touching Mr. Brown on the shoulder said, gravely:

"Sir, take my advice. Try to control your temper, or it will shorten your life. I am a physician and I speak from knowledge. Take the hamper, if you prefer a basket of oranges rather than a turkey. I won't interfere."

"Keep your advice until you are asked for it," retorted Mr. Brown. "I am not so great a fool that I do not know my own property. But you have not heard the last of this; you may yet be called to answer for trying to steal another man's goods."

"I am quite of your opinion; we have certainly not heard the last of it," responded the stranger, coolly. "I wish you a very good evening, Sir."

He raised his hat and turned away, while Mr. Brown, still angry and fuming, followed the porter to the cab, and in due time was deposited

at his own door, traveling-bag, hamper and all.

A tempting supper was awaiting the hungry traveler. The house, adorned with chrysanthemums and evergreens, was bright and warm, and Mr. Brown soon became good humored. When he finished supper and sat in his own particular Slumber Chair by the fire, Kate said:

"Now, Father, we have each done our part in preparing for tomorrow. Mother has made a plum-pudding,—such a beauty, too!—in our Silver-plated Pudding Dish. I have polished our Chautauqua Silver Tea Set and all the Roger's tableware, and the boys have decked the house splendidly. Have you brought the turkey?"

"Yes, my dear, I have," answered Mr. Brown. "It's in a hamper in the hall. Willie, bring it in and we'll unpack it. I can tell you it was very nearly lost. If I had not been very determined, you would have been turkeyless tomorrow. A man at the station tried to rob me of my own property."

"How was that? Oh, do tell us all about it!" was the cry from the children.

"It is a fact," he answered, "but I will tell the whole story." When he had finished, Mrs. Brown said gently:

"But, my dear, is it not possible that you have made a mistake? Hampers are very much alike."

"I could swear to that hamper's being mine in any court of law," responded Mr. Brown. "The facts are clear enough; he wanted to rob me."

"May we open the hamper?" asked the boys, anxious to see the big bird. Permission being given, they cut the strings, and Willie raised the basket-lid prepared to

lift out the turkey, but alas! the basket was filled with oranges.

There was a dead silence in the room, while astonishment and shame could be read on Mr. Brown's face.

"Well, I never was so completely sold in my life," he said. "I could have sworn this hamper was mine; and yet it is clear enough that it was the stranger's property. What an idiot I have been! I begin to see that I too often think I am right and everybody else wrong, and I have learned a lesson I am not likely to forget."

Just then a loud ring was heard at the front door. Kate hurried out, and soon ushered in a gentleman carrying a hamper. Before the newcomer had time to speak, Mr. Brown said:

"Sir, I must beg your pardon. You were right, and I was wrong."

"Not another word," said the stranger. "It was a mistake. I thought you would prefer the turkey instead of the oranges, after all, so I brought it with me. You were kind enough to give me your card; please accept mine," and he presented a card that bore the name "Angus Keith, M. D."

"Is it possible that you are the son of my old friend?" asked the abashed man.

"I am," answered the visitor. "I have often heard my father speak of you, and I saw your name on your traveling-bag; otherwise, I should have decidedly objected to your running away with my hamper."

Mr. and Mrs. Brown invited him to spend the evening, and Kate sang for his entertainment. The young doctor soon formed the habit of spending all of his spare time at the home of the Browns, and after a while he persuaded Kate to become Mrs. Angus Keith.

Among other wedding presents,

Mr. Brown gave his daughter a box of Larkin Soaps, saying to his wife, "She will need soap as much as anything, and Larkin's is the best."

Dr. Keith laughingly declares they are quits. "You stole my oranges, but I stole your daughter," he said, one day, when some reference was made to their first meeting.

WORLD'S WORK TOILET SOAP THE BEST.

BY MASTER FRANK MOTT.

My mother uses Boraxine
To wash her linens fine;
They look as white as the driven
snow,
As they hang out on the line.
But when I painted my sled this fall,
And got paint all over my hands,
I used World's Work, the Soap for
Toilers,
The best Soap in the land.

Before we knew the World's Work
Soap,
Ma said Boraxine would do,
Or Honor Bright, to wash my hands,
And they *would* take the paint off, too,
But left hands rough and sore—
So sore they surely were a sight;
I had to use Cold Cream
For a week, ev'ry single night.

Now when Papa works in the shop,
Horse-shoeing from morn till night,
World's Work Toilet is the Soap
To make the black turn white.
I know there is no better kind;
'Twill surely stand each test.
For taking off the grease and dirt,
The World's Work Soap is best.

It leaves your hands so soft and
white
No matter what you do;
Of ink and grime, of tan or tar,
It surely is a foe.
World's Work Soap for Toilers
Its praises I will sing;
From off your hands to take the dirt
It is for sure the thing.

LARKIN GLOSS LAUNDRY STARCH.

Larkin customers all use good Soap of course—Sweet Home Soap and White Woolen Soap and Boraxine. Hereafter they will use the best bluing—Larkin Ball Blue, and so it becomes a legitimate part of the Larkin service to provide that other article so necessary in the laundry, starch, of Larkin quality, and so afford one more means of saving to Larkin customers.

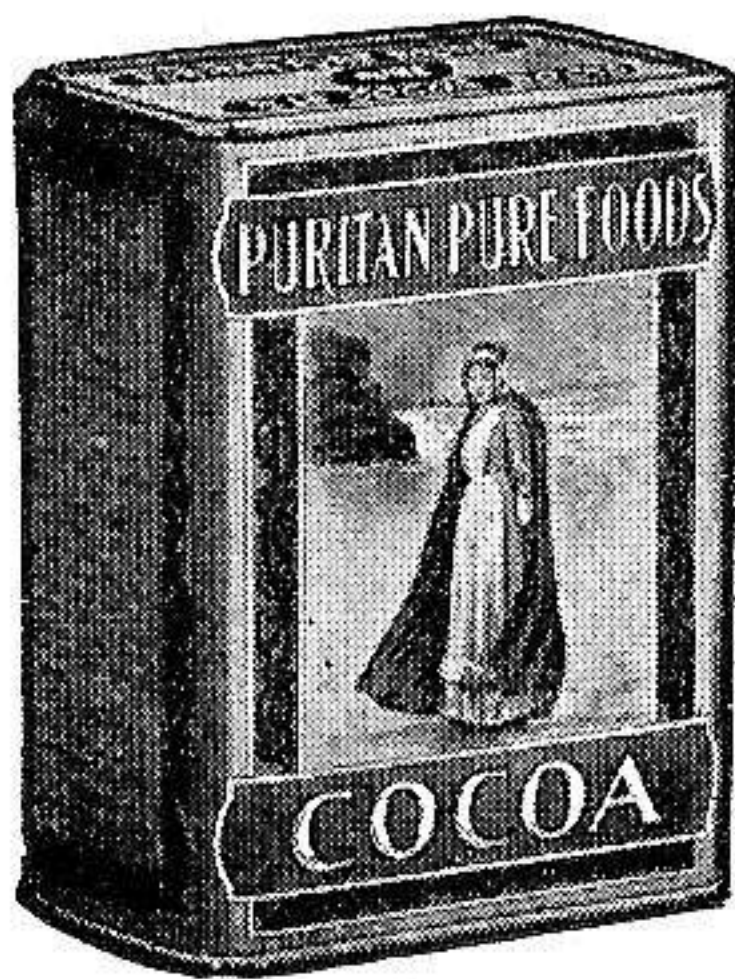
No more unknown starch from an unknown source, bought in bulk, with more or less impurities mixed in, but, at similar prices, Larkin Gloss Starch, absolutely pure, strong and bright, and with the cost of every carton of starch also applied toward the ownership of a Larkin Premium.

Larkin Gloss Starch is worthy of its place among Larkin Products because it is of the very highest quality manufactured—that is Larkin quality. It will not be ready until the first of December, in sufficient quantities to meet the tremendous demand which the legion of Larkin customers are ready to make, so kindly defer including Starch in your orders until that date, when we promise to meet all demands.

We will announce Larkin Corn Starch in an early issue of THE LARKIN IDEA.

PURITAN PURE COCOA AND CHOCOLATES.

Cocoa and Chocolates are more than beverages. One may sit and chat and enjoy to the utmost their delicious aroma and flavor, but possessing highly nutritious qualities both are, in fact, meat and drink. For this reason, one who has become



fatigued finds nourishment and invigoration in a cup of Cocoa or Chocolate.

To obtain the most benefit and pleasure therefrom,



one must have that which is pure. Puritan Pure Food Products are absolutely so. The comparison of Puritan Pure Cocoa or Chocolate with other kinds will please; for their purity, richness of flavor, nutritious and digestible qualities, commend them to all who believe that in food products the purest is safest and best.



Puritan Pure Cocoa and Chocolates are the best that are

made and the best that can be made.

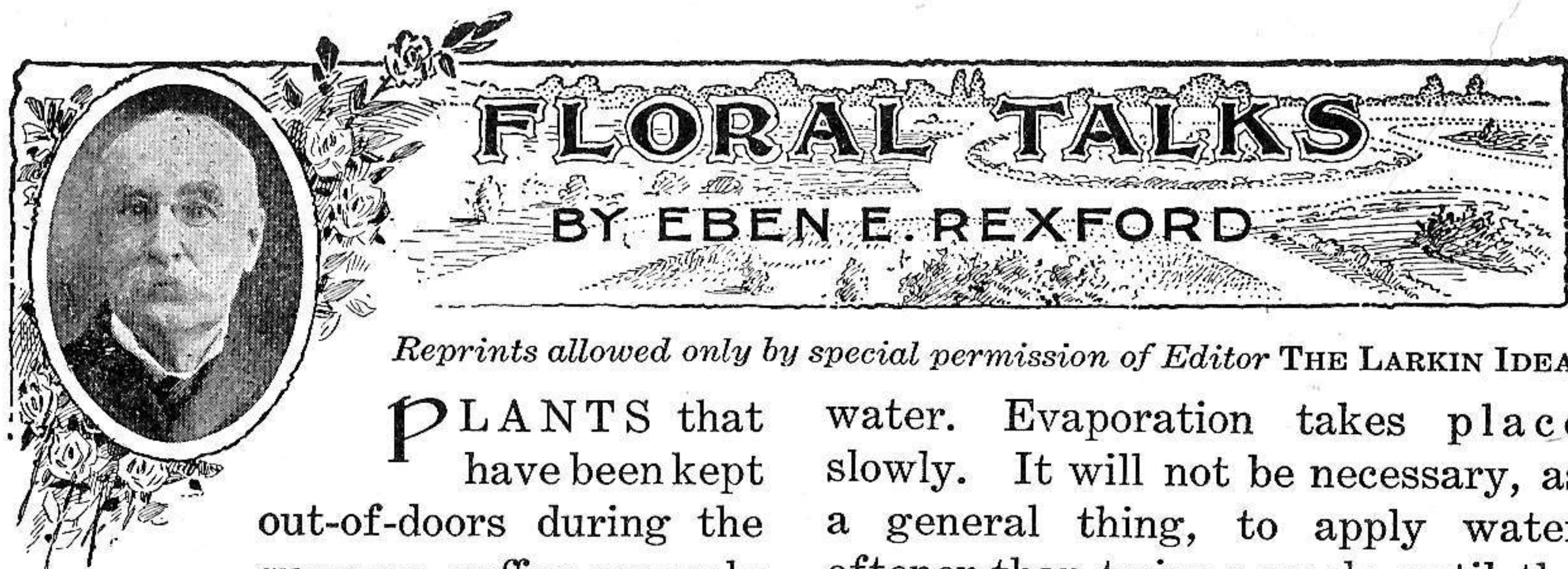
For prices see list of newest Larkin Products on page 11.

LARKIN CELERY FLAVORING EXTRACT.

Larkin Celery Extract, if properly used, will greatly enhance the flavor of soups, sauces, catsups and similar culinary products. Celery is a peculiar flavor, however, and must be handled judiciously. Larkin Celery Extract is of full strength, and in its use care must be exercised in order not to overflavor the dish.

A delicious celery salt for table use may be made by rubbing up one half teaspoonful of Larkin Celery Flavoring Extract into a cup of thoroughly dried table-salt.

Christmas is but little more than a month away. The new Larkin Products make it easier to earn Larkin Premiums for Christmas gifts.



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PLANTS that have been kept out-of-doors during the summer suffer severely when taken into the house in fall, unless great care is used to adjust them to the new conditions by careful degrees. Put them into a room from which fresh air is excluded, and in a short time they will lose many of their leaves, and the general vitality of the plant will be so lowered that disease is likely to set in. But if the windows of the room are opened on every pleasant day, pure air allowed to come in, only a moderate amount of water applied to the soil, and no fire-heat used until cold weather comes, the plants will adapt themselves to the change of conditions so gradually, that when the time comes to keep the windows closed most of the day, and fire-heat is a necessity for the comfort of the occupants of the room, they will be in vigorous health, and ready to begin the work of the season. Fresh air is of great importance to the health of plants in the window-garden, and no pleasant day, even in winter when the outside temperature is very cold, should be allowed to pass without opening the window at the top for the escape of vitiated air, and setting the door at the opposite side of the room ajar, for the admission of pure air from outside. This will mix with the warm air in the room and lose its chill before it reaches the plants.

Be careful, at this season, about watering your plants. Few will be making active growth, and a plant nearly dormant requires very little

water. Evaporation takes place slowly. It will not be necessary, as a general thing, to apply water oftener than twice a week, until the plants begin to grow vigorously. Care must be taken to give only as much as is needed, for an over-supply will lead to souring of the soil, and this will bring on a diseased condition of the roots.

Give no fertilizers to plants not growing well, under the mistaken belief that this "is just what they need" to induce vigorous growth. You can do nothing that will be more harmful to them. They are in no condition to make use of rich food. They cannot assimilate it, and the application of it is like giving strong, hearty foods to a person whose stomach is weak. Over-feeding, and feeding at the wrong time, invariably bring on a sort of vegetable dyspepsia in the window-garden. When your plants begin to grow—and not until then—give your fertilizer. But use it sparingly at first. Increase the quantity as growth increases. Aim at a *healthy* growth always, not a *rapid* one. Plants forced to make rapid development are always lacking in vitality.

Give your plants the benefit of all the sunshine the season affords. Shift them about in the window that each may have a chance at it. Put the low-growing kinds near the glass, and arrange the tall ones at the sides and rear. This will allow all of them to take a sunshine-bath at the same time.

Shower them daily all over. Be very careful to see that the moisture

gets to the underside of the leaves, as there is where the red spider will take up his quarters, if not interfered with. No insect is more destructive to the average plant. He flourishes in a hot, dry atmosphere. Moisture he dislikes very much; therefore, treat him to as much of it as possible.

The aphids will breed with extraordinary rapidity at this season.

Today, you find a few on your plants; tomorrow, there will be hundreds. They seem to grow in a night, like the traditional gourd of Jonah. By the use of Sulpho-Tobacco Soap you can not only rid your plants of this pest, but it will be an easy matter to keep him from them. A dip-bath is most effective. Prepare a tubful of the infusion, and submerge infected plants in it for from one to two minutes. Then shower with clear water.

There will be a good deal of work to do in the garden this month, getting plants ready for winter. Roses should be laid down and covered. Bend the branches to the ground, and lay pieces of sod on them to hold them in place; then cover to depth of a foot with leaves or litter from the barn-yard. Do not pack it down firmly, but leave in the loose condition in which it falls from the spade or fork. Then lay two boards over each plant, in roof-fashion, to shed rain. Nail these boards together at the top, to make them fit snugly.

If you have Tea Roses that you do not care to put in the cellar, bend them to the ground and cover with leaves, in a little pen of boards. Cover the leaves with a piece of wire netting to prevent their being blown away. As soon as snow comes, heap a lot of it over them, and take pains to prevent it from melting and leaving the leaves exposed. I have frequently wintered very tender Roses with perfect safety in this way; also

Gladioluses. They freeze, but the covering keeps the sun from extracting the frost after it once gets in, and no harm is done. What injures tender plants most, in winter, is not low temperature, but the sudden and repeated changes from freezing to thawing; then back to freezing again. This brings about a rupture of the cells of the plant, and this is what we call "winter killing." *Keep* a plant frozen and there is a good chance of bringing it through the winter safely. Cover also benefits plants greatly by preventing the heaving of the soil, under the action of frost, which breaks off the tender roots. You can't keep the frost out, but you can keep the sun-warmth out, and that is what winter protection is for.

THE GREAT CIVILIZER.

BY MAX MARTIN.

In traveling o'er the mighty plain,
Where once the Indian wild,
His face bedaubed with dirt and paint,
Slew settler and child,

We wonder at the change since then.
Where is the "Woolly West"?
Gone, all the hordes of savages;
With peace the land is blest.

The reason for this mighty change
Is plain to those who seek,
Though to the dull, unseeing mind,
Obscure as roots in Greek.

The Indian has washed off his paint;
The ranger's hands are clean;
They're civilized by Larkin Soaps
And Larkin Boraxine.

LARKIN GLOSS STARCH, OF COURSE.

Mary Schulte, Quincy, Ill., says:
"To a quart of hot starch add one tablespoonful of Maid o' the Mist Soap, shaved fine. The ironing is done more quickly and more smoothly by the addition of the Soap, and the fabrics have a lustre they would not otherwise have."

How Don Became Ours.

A TRUE STORY.

BY B. M. HARRISON.

ONE morning we were all awakened by hearing, from the wood-house adjoining the kitchen, a series of howls and moans that startled us all. In the gray dawn of the early morning, one courageous member of the family stole cautiously out with a lantern, and peering through the slatted window saw a brown collie dog. The door of the house had blown shut in the wind and imprisoned him. Jack opened the door and let him out; instead of running away, he crouched at Jack's feet, whining piteously. Then it was we realized he was lost from his master. There is really nothing more pathetic than a lost dog. Its dumb sorrow is enough to touch even hard hearts.

Holding the lantern so he could see, Jack read on his pretty collar the name, Don; soon all the family were down inspecting the stranger, who looked beseechingly at each one. After a breakfast of warm milk and bread, which he ate as though famished, he followed the boys into the sitting-room, where Ted, the year-old darling of the house, sat on the floor playing. Don at once ran up to him, licking baby's face and hands in seeming delight, while baby crowed and buried his little hands in Don's thick hair.

"He has come from a home where there's a baby," we said.

The boys gave him a good scrubbing with Safeguard Carbolic Soap, and in the evening made a soft bed of hay in a box in the wood-house.

Every effort was made to find his owner, but all to no purpose; so we grew to consider him ours, and he seemed to take the same view of it.

His devotion to Ted was a marvel to us all. He was Ted's self-constituted guardian and was the one who taught him to walk. Ted would catch hold of Don's thick coat and pull himself up. Don would walk slowly and carefully a few steps, with Teddie holding on hard. Then when Ted would fall, Don would stand over him and seem to coax him to try again. By spring Ted was able to toddle around and play hide-and-seek with Don.

One day while Jack was working in the yard, he heard Don growling not far away; stealing softly in that direction, a funny sight met his eyes. Two palings had been broken off the fence, and through this opening baby Ted was trying his best to crawl. Don felt sure that he, as Ted's guardian, should not allow this, and with teeth firmly fixed in the back of Ted's dress he was pulling him back every time he started through, growling a vigorous protest the while.

One night in early autumn the family was awakened by Don's frantic barking and howling, under Jack's window. Rising to learn what was the matter, Jack saw that the newly built stable was on fire. He instantly raised the household, with the cry, "Get up, quick! The stable is on fire, and Billy is in it!"

Oh, how we all rushed to the scene! Only one thought in each mind—to save Billy, our loved driving horse—almost one of the members of the family. To our dismay, when we got him near the door, he absolutely refused to go further—the fire-terror had struck him—every effort was made, for no time was to be lost.

Quick as a flash, Don rushed past

us; taking a flying leap, he landed, with a fierce growl, on Billy's back, at the same time giving him a severe little nip in the back. The suddenness of the thing so startled Billy that he forgot the fire, and rushed through the open door. A few moments later the roof fell in. By the light of the burning building I could see three boys, alternately hugging a brown dog and a trembling horse.

Don had been with us over a year, when, one April day, a handsome turnout drove up to our gate, and a lady in deep mourning alighted from it. As she came up the walk, Don saw her, and rushing up greeted her with demonstrations of joy. The lady dropped on her knees beside him and sobbed convulsively. The family stood astonished, each one thinking, sadly, "Now we'll lose our dear Don; for this is surely his owner."

A little later, seated on our porch, we listened to her story. She lived twenty miles away, in the city of Wilton, and had the day before picked up an old newspaper containing our advertisement. Don had belonged to her two-year-old little boy. They grew up together and were almost inseparable. One day little Charlie was taken violently ill. In his delirium he called constantly for Don, and faithful Don stood beside the bed

all the time licking the hot hands stretched out to him. After the child's death, Don would not eat for days, and one morning was missing. Not the slightest trace of him could be found.

How came he to our home? Had he wandered in search of his little friend? Or was he so heart-broken he resolved to start out as a tramp, not caring where he went? Who can tell his thoughts or his motive? But now it was plain why he was so pleased to see our Ted, and, no doubt, why he was willing to stay with us. He comforted himself by adopting another child in the place of his lost friend.

Mrs. Lester was greatly touched, when she heard how he cared for Ted, and at once said, "Here is where he shall stay. I would not think of taking him from the little friend he has found." Ted and Don are several years older now, but they have never ceased to be boon companions.

Last summer Ted had a Palmetto Lawn Tent, which Jack earned selling Larkin Soaps, and he and Don, in company with two white rabbits, a guinea pig, and Miranda, the pet chicken, were camping during the day in the orchard near the house, under the shade of two big persimmon trees.

BESSIE'S WONDER.

BY MARY E. BRANDON.

"I wonder how Dod made the moon,
An' hanged it up so high;
An' how He made the little stars
To light up the dark sky.

I wonder how he made the drass,
An' trees, an' flowers, an' fings;
An' how He made the tiny bees;
An' *why* He dive 'em stings.

I wonder how the pretty flowers
Dot all their lovely smell.
I've asked so many people—
Tan you Larkin Soap folks tell?

Is'pose you tan, 'tause your perfumes
Smell *'zackly* like the flowers.
I really sink zey's better,
'Tause zey smell for hours, an'
hours."

The Larkin Idea.

PUBLISHERS' ANNOUNCEMENT.

The subscription price of THE LARKIN IDEA is 50 cents per annum.

It is published on the first day of each month, and will be mailed to any address in the United States or Canada for one year upon receipt of the subscription price.

Back numbers cannot be furnished.

THE LARKIN IDEA will be mailed free for one year to every sender of three Orders for the Larkin Soaps and other Products within twelve months. To one who continues to send Orders, the paper will be mailed regularly until twelve months after the date of receipt of the last of three orders received within a year.

Short contributions are requested from any patron who has something to say that will interest others.

Larkin Co. Publishers.

ESTABLISHED, 1875.

FACTORY-TO-FAMILY

SOAPMAKERS, PERFUMERS, CHEMISTS, REFINERS,
IMPORTERS.

Factories and General Offices, BUFFALO, N. Y.

Branch for West-of-the-Mississippi patrons,
PEORIA, ILL.

LOCAL BRANCHES:

49 Barclay St. and	{	NEW YORK CITY.
52, 54 Park Place,		
19 Eliot St.,	-	BOSTON.
2221-2231 Arch St.,	-	PHILADELPHIA.
820-824 Liberty Ave.,	-	PITTSBURG.

FROM FACTORY TO FAMILY.

Manufacturers create value: middlemen add cost. Most manufactured goods are sold to the consumer at from two to four times the cost of production. This is because the goods pass through many hands: from the factory to the sales agent; from the sales agent to the wholesaler; from the wholesaler to the retailer; from the retailer to the consumer. Each "middleman" adds his expenses, his losses, his profits; all these are piled up in the retail price and must be paid by you!

The Larkin Idea: Save all cost which adds no value.

What is said about the Boys and Girls' Contest for \$500.00 in Cash Prizes, in the Boys' Symposium,

should be read and heeded by all contestants.

Two more new Products this month—Larkin Gloss Starch and Larkin Ball Blue. These laundry helps, the best of the kind made, will supplement the other laundry helps already on our list. We feel sure that they will be enthusiastically welcomed by every housewife who has ever experienced the satisfaction inherent in the use of Larkin Products in her housekeeping.

Read the School Club Announcement on page 28. Our School Clubs were very popular last year, and the plans for conducting the Clubs are more complete and elaborate than ever. Prominent educators throughout the country characterize these Clubs as an admirable way for schools, particularly those in rural districts, to obtain schoolroom accessories that it is beyond the ability of the school authorities to furnish.

AN INSPIRATION FOR LARKIN QUALITY.

No large manufacturers except the Larkin Co.—the Factory-to-Family manufacturers—know their clientele, the consumers of their products, on whom they are wholly dependent for success and permanency.

All manufacturers who reach the consumer through the long line of salesmen, jobbers and retail dealers, are deprived of any definite knowledge of the personality of their real friends, the consumers.

It is not difficult, under stress of competition in low prices and of expensive defects through errors or non-success in manufacture, for an obscure manufacturer to force upon an unknown and unidentifiable public, goods that he would never knowingly allow to go to his neighbors and kin.

The Larkin Co. know their clientele and can call all by name. The relations between the Company and their

closely associated public are those of intimate and warm friends.

The individuals composing the Larkin management are constantly conscious of these kind relations and are actuated by them to select, to buy, to plan, and to manufacture, for the great Larkin family as though for their own domestic roofs; for in the maintenance of these valued ties lies all the reward of honor and gratification. Business must be enjoyable or it cannot be successful, and in this business there is the joy of serving as it were, our next-of-kin.

In more than one respect, the position of the Larkin Factories is entirely unique. One chief claim to distinction lies in these conditions.

AVOID DELAYS.

During the six or eight weeks prior to Christmas, delays in transportation are apt to occur because of the increased volume of business the railroads are called upon to handle. We mention this fact as a word of caution to our customers who contemplate using the handsome Larkin Premiums and dainty Toilet Articles as Christmas gifts. There is no need to expatiate upon the disappointment occasioned by the tardy arrival of an article intended as a Christmas gift. Avoid disappointments by ordering at once.

We always make special arrangements for handling our Christmas trade, and we pack and ship goods promptly; but we have no control, whatever, over the movement of goods after they are entrusted to the railroads. So in order to secure a timely arrival of Soaps and Premiums, they should be ordered in the very near future.

Three important price reductions are announced in this issue.

Newest Larkin Products

*that may hereafter
be included in an
order.*

Larkin Gloss Starch, 3 lbs.,	20c
Larkin Ball Blue, ¼-lb.,	10c
Puritan Pure Chocolate, Sweetened, ¼-lb.,	10c
Puritan Pure Chocolate, Unsweetened, ½-lb.,	25c
Puritan Pure Cocoa, ½-lb.,	30c
Larkin Vanilla Flavoring Extract, 2-oz. bot.,	30c
Larkin Lemon Flavoring Extract, 2-oz. bot.,	25c
Larkin Orange Flavoring Extract, 2-oz. bot.,	25c
Larkin Almond Flavoring Extract, 2-oz. bot.,	25c
Larkin Rose Flavoring Extract, 2-oz. bot.,	25c
Larkin Celery Flavoring Extract, 2-oz. bot.,	25c
Larkin Wintergreen Flavoring Extract, 2-oz. bot.,	25c
Larkin Essence of Peppermint, 2-oz. bot.,	25c
Larkin Essence of Jamaica Ginger, 2-oz. bot.,	25c
Larkin Liquid Dentifrice, 2-oz. bot.,	25c
Larkin Petroleum Jelly, 4-oz. jar,	10c
Larkin Rosewater and Glycerine, 2-oz. bot.,	15c
Larkin Liquid Stove Polish, 8-oz. can,	10c

*Others are in prepara-
tion, to be added soon.*

A Story of the Quakers.

By B. M. H.

(Continued from October Number.)

ELM HILL FARM.

DEAREST VIRGINIA :—

I am not quite up in "the seventh heaven" since I came here, but I want to tell you, dearie, I believe I am at least in the sixth. Oh, the restfulness and peace of this home! It soothes and satisfies my weary spirit, and it seems to come "like the benediction that follows after prayer." How I wish you were here to enjoy it with me!

The house is a big, old-fashioned, square brick, with a large yard containing several fine maple trees and three of the finest elms I ever saw. The great branches of one of them come so close to my window, I can reach out and touch the leaves. The family is so lovely, and makes me so welcome. Do you know instead of saying "you," they all say "thee"—this they style "the plain language." But, for the life of me I can't see why "thee" is any plainer than "you." Can you? I admit, though, it has a sweet sound and I love to hear it. Oh, yes, I want to tell you about going to church yesterday. "First-Day Meeting" they call it—and, by the way, I suppose I'll never again know what the day of the week is. They always say, "first day," "second day," etc., and I get confused.

We went to the dearest little white meeting-house in a big woods. The branches of one great tree laid lovingly on the roof. It is perfectly plain, inside and out, and across one end was a slightly raised platform, and back against the wall was a long seat. On this the elders sat. Uncle and Aunt were among them. Don't you think, the men kept their hats on, and oh, Virginia, I wish you

could see the bonnets of the older women. They are so quaint and withal so becoming! I'll send you the picture of one if I can; the faces under them were really beautiful. I couldn't keep my eyes off them. But, to my surprise, there wasn't a sign of a sermon, prayer, reading, or singing. Entire silence reigned for three-quarters of an hour. I thought I'd smother; think of sitting silent all that time! I was afraid even to cough, for fear it would disturb the meeting. The birds seemed to see the desperate situation, and decided, after much twittering, they would have a concert. A mocking-bird rendered a solo, sweeter than Patti's famous ones; then two robins treated us to a charming duet. Evidently they are not Quakers. I began to wonder how they were going to dismiss the queer meeting, when suddenly I saw the people shaking hands, and lo, it was over. A slender hand was reached over my shoulder by someone from behind, and turning, I saw a face that reminded me of a flower. I'm sure I don't know why, but Auntie came up, then, and we were introduced, "Judith Chandler, our neighbor on the next farm." Oh, but she is sweet, a strong face too, yet so sensitive and refined! I'm afraid I'm going to fall in love with her, Virginia; shall you be jealous, dearie? Well, you needn't be, I assure you; for she will never get into your corner.

On the way home, Auntie asked me—"Didn't thee think it was a very solemn and impressive meeting?"

"O Auntie," I said frankly, "I thought it a very oppressive

meeting." She and Uncle laughed merrily.

I want to go with them again, for they do often have preaching. Good-bye, dear, I'll tell you more later on.

Yours lovingly, RUTH.

CHAPTER FOUR.

The days sped quickly by, each one holding some new interest for Ruth. She so thoroughly enjoyed everything, it was a real pleasure for her friends to show her around. She made daily calls on the cows, horses, chickens and lambs, and hunted for eggs with an enthusiasm that filled little Sarah's heart with delight. She and Judith had made several calls on each other, and were already beginning to feel like old friends.

"Ruth," said Judith, coming in one evening. "My brother is coming home in a few days now."

"Your brother," exclaimed Ruth in surprise. "Why I did not know you had a brother—you didn't tell me about him."

"Well, it is not too late to tell thee now. He has been in the West on business for the past year, and now he is coming home, we hope, to stay—and—and a friend of mine is coming with him, he says."

"A friend! Ah, little Judith, what is there in that to make those cheeks so pink? Is he only a friend?"

"Yes, Ruth, nothing more."

"Now; I'm not sure I shall like this, just when I am learning to enjoy your company, 'Comes there a youth with flaunting feathers!'—"

"There," said Judith, laughing, "that description wouldn't suit him;

but come—the summer is before us, let's enjoy it. Now I want thee to come with me to my favorite evening resort, 'Sunset Rock,' I call it. I want thee to see with me one of our glorious sunsets."

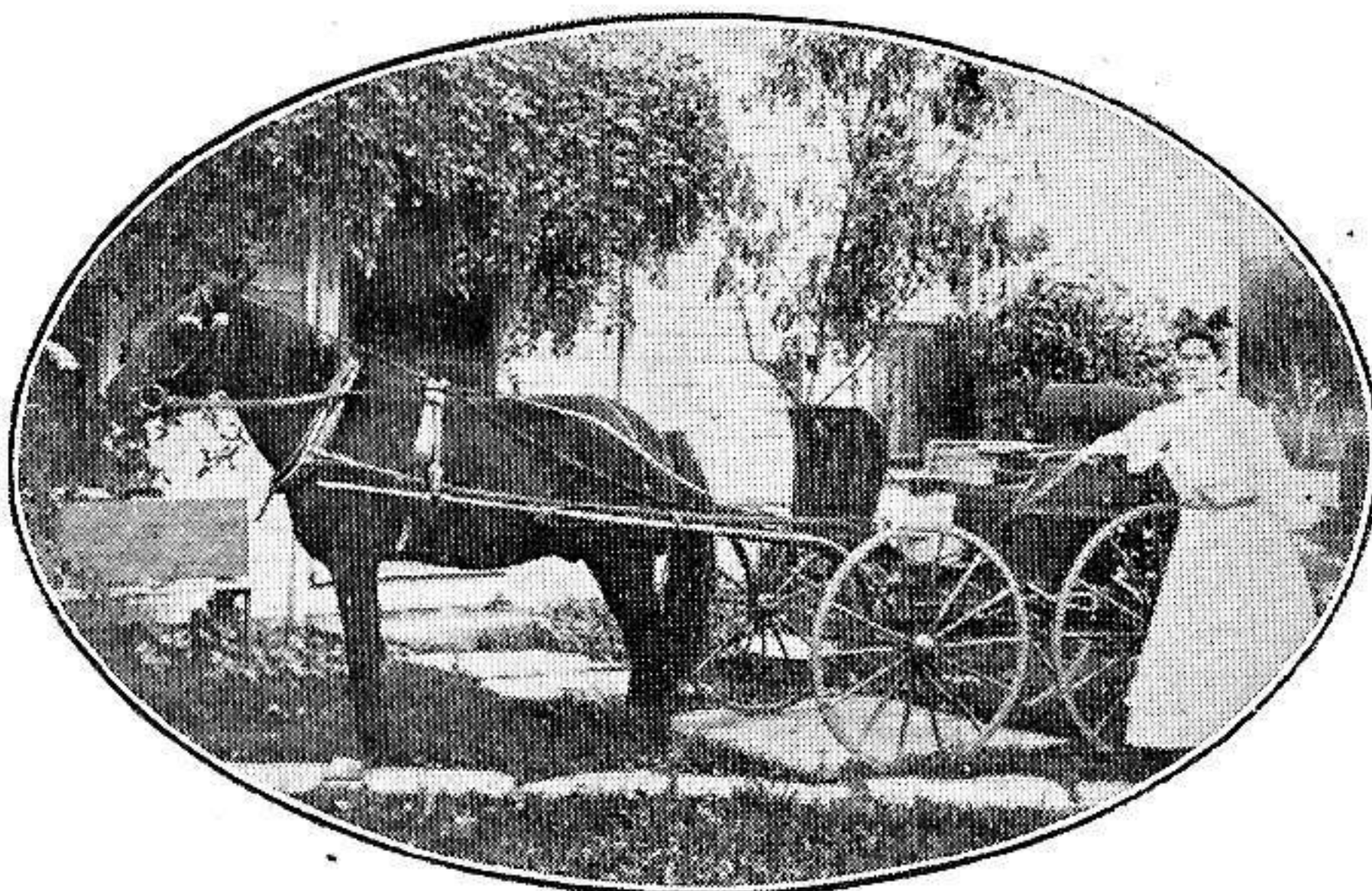
Sunset Rock was on a hill half a mile away. When they reached it and she beheld the grandeur of the scene before her, she seemed transfixed.

A great valley of exceeding richness lay before them; the graceful curves of a winding stream seemed, from the distance, but a tiny thread of burnished silver; beyond, were wooded hills, green fields, and thrifty farmhouses; over it all, the gentle stillness of a spring evening. The trills of the frogs, and the distant

vesper-song of the robin, alone broke the quietude. The girls seated on the rock, with hands clasped, talked with voices subdued.

"Do you often come here?" asked Ruth.

"Yes, quite often," said Judith, "and usually alone. So few have a deep and true appreciation of such a scene; without that their presence is a discord in Nature's melody. In the presence of this great scene, a strange solemnity envelops my spirit, and as I watch the changing lights and shadows of a grand sunset, I sometimes, through the golden and crimson bars, have glimpses of the beautiful beyond, and I can almost see the walls of that far-off 'City, whose builder and maker is God.' So I love best to steal away alone to have my own dreams and visions, as I watch the king of day let down the bars and slip softly,



MABEL WHITE, CLIMAX, OHIO,
DELIVERING THE LARKIN SOAPS.

noiselessly through them—‘to visit some fairer shore.’ ”

“Oh,” said Ruth, “you make me feel as though I had never half appreciated the glories of a sunset. I shall always watch it with a deeper joy hereafter. And—don’t you love the stars, too, Judith?”

“Oh yes, indeed. I always feel that they are old friends. Only think, Ruth, of this wondrous universe—each star flying along in its course, never any trains off the track there; no misplaced switches, no collisions, though the same through-express trains have been running over the same tracks for ages. Do you know I used to have a queer fancy when I was a child. I thought the stars were the windows of heaven, made to let its glory shine out!”

“I wish it were true,” said Ruth with tears in her eyes, “and that I could know that out of some of the glorious windows my dear mother was looking down on me. I wonder,” she added musingly, “why people are so blind to the beauties of the world! Is it because they are too busy to look around them, or do they think the subject too commonplace to talk about?”

“I wish,” said Judith, “I could impress it on people, that life is too short to miss anything that is beautiful or in any way helpful, when He who made all this wonderful universe could stoop to plant the wild rose by the road-side, and hide in its heart that invisible something we call fragrance, sprinkle over the ground the bright-faced buttercup, tuck away in some unlooked-for hollow, the modest blue-bells, and trace with ‘His unrivaled pencil’ the glowing colors in the evening sky. If the Maker can do this, is it beneath us to admire and study His magnificent works?”

CHAPTER FIVE.

ELM HILL FARM.

DEAREST VIRGINIA:—

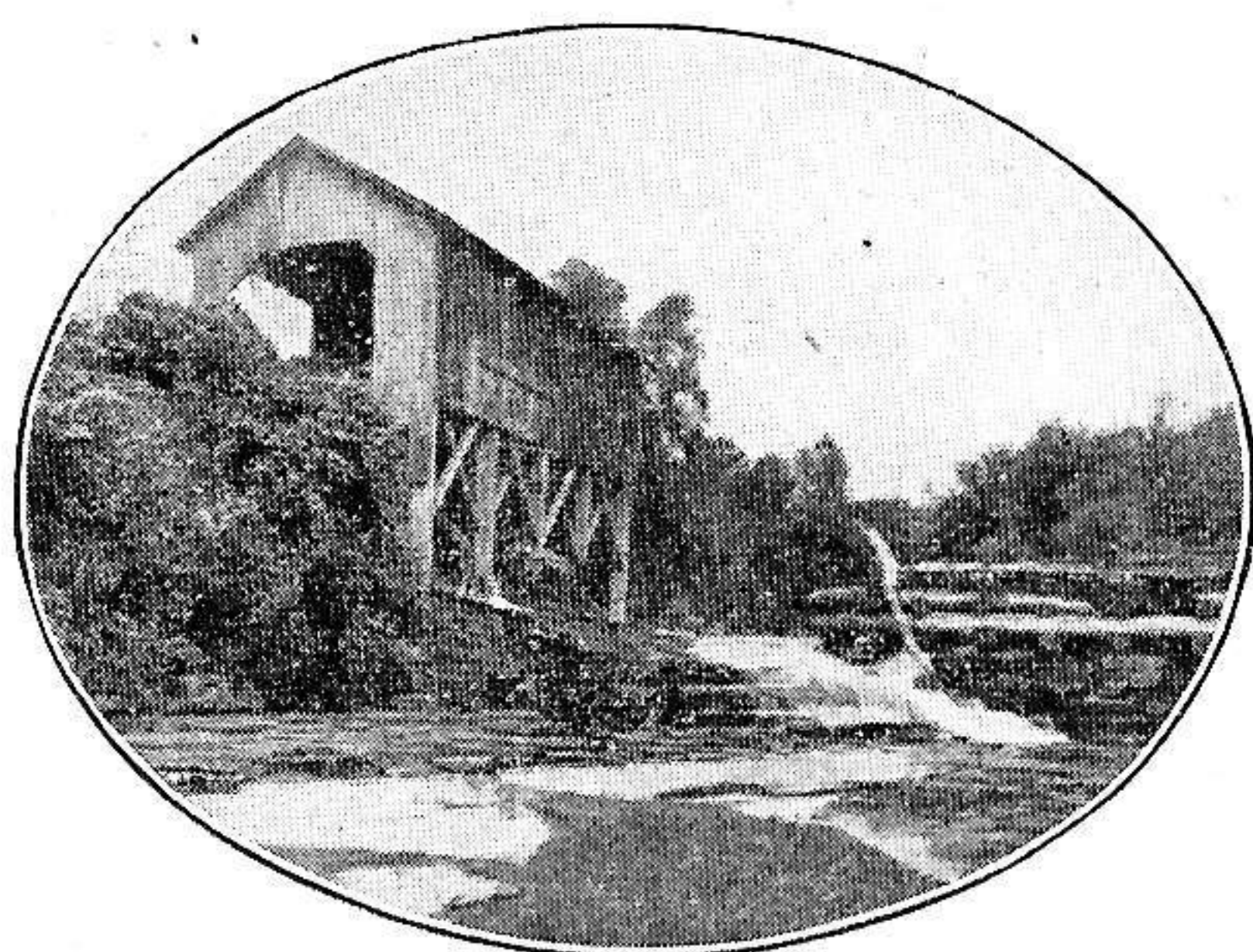
You know when I came here I imagined my chief occupation would be writing letters, and, strange to say, I seem to have so little time for that. I love to help Auntie with sewing and housekeeping, and I never saw a house managed as this one is. They keep no servants. Auntie and the girls do the work, but never seemed hurried. The household machinery is kept so well oiled, it almost runs itself. We have many visitors, too; for it is a very friendly neighborhood. Judith and I have become fast friends—and oh, I must tell you, she has a brother. He has been away for a year or more, and only got home a few days ago. I didn’t know he was home, and one evening I walked over to see her; as I opened the gate, I saw her and a young man coming around the house, arm in arm. I tried to slip away unnoticed, but Judith saw me and called, “Come right in, Ruth; thee’s just the one I want to see. I want thee to meet my brother, Robert Chandler. I’ve been telling him of thee.”

Virginia, I was surprised when I saw what a fine looking young man he was. Tall and graceful, with brown hair and dark brown eyes—that looked straight at you. Such a frank, open face! Such—there now! I know you are laughing at me. Come to think of it, I believe it’s my turn to laugh, though, after all you wrote me about that fine young doctor you met up there! Don’t you think, Virginia, that Cupid has thrown at least *one* dart in your direction?

I’ve been telling Auntie all about you, dear, and she says you must come to visit us this fall, sure. So be careful that Dr.—what’s his name—don’t carry you off before that time. Do you hear? RUTH.

(CONCLUDED IN DECEMBER NUMBER.)

THE PRIZE PHOTOGRAPH CONTEST.



"RENDEZVOUS OF THE SPECKLED BEAUTY."

Awarded First Prize of \$2.00 for Landscapes in October Contest.

Taken with our Chautauqua Camera by Nellie A. Wright, Orchard Park, N. Y.

In the Prize Contest that closed Oct. 15, the following Prizes were awarded:—

Landscapes, First Prize, \$2.00, Nellie A. Wright, Orchard Park, N. Y. Landscapes, Second Prize, \$1.00, M. E. Tuttle, Dover, N. H. Genre Subjects, First Prize, \$2.00, Jos. A. Bottomley, Providence, R. I. Genre Subjects, Second Prize, \$1.00, Bertha A. Partridge, Stockton Springs, Me.

Four prizes are awarded each month. For the best photograph of a landscape there is a prize of \$2.00, and for the second best, a prize of \$1.00. For the best genre photograph the prize is \$2.00 and for the second best, \$1.00.

These Contests open on the 15th of the month and close on the 15th of the following month.

From time to time Special Contests for liberal cash prizes are held. Announcement of these is made in THE LARKIN IDEA.

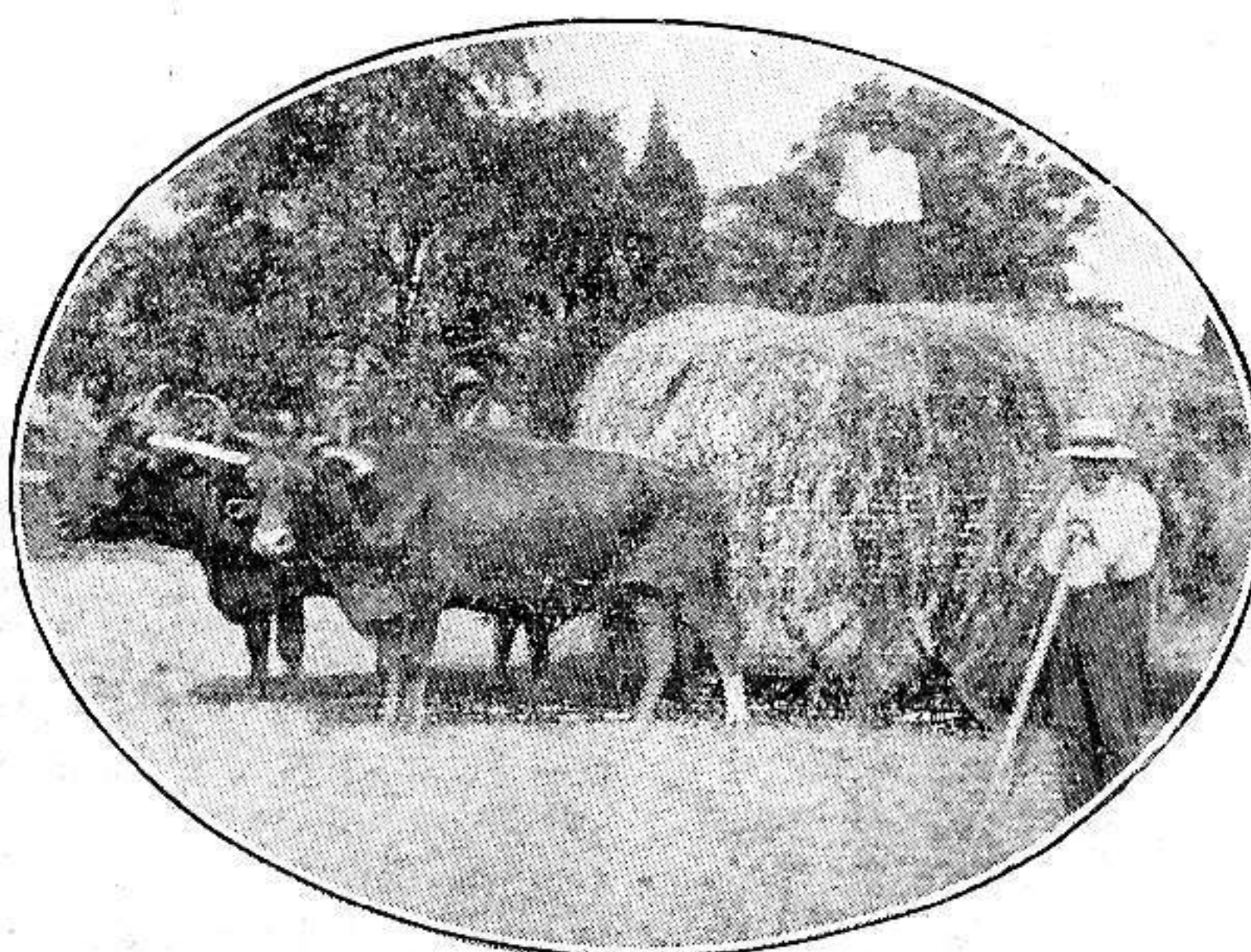
Over fifty photographs were

submitted in our first Ad-Photo. Contest, which closed November 1st. Most of the photographs are well worked out; the ideas are good and the execution is very creditable. Announcement of awards will be made in THE LARKIN IDEA for December.

We believe that amateurs can derive great benefit from participating in these Contests. Carelessness is a fault against which they must continually be on guard, but one is not apt to shoot at random when he knows that the results of his work are to be critically observed. Watch these columns for announcement of Special Contests.

Fall lights are treacherous. Look out for them. Remember that the

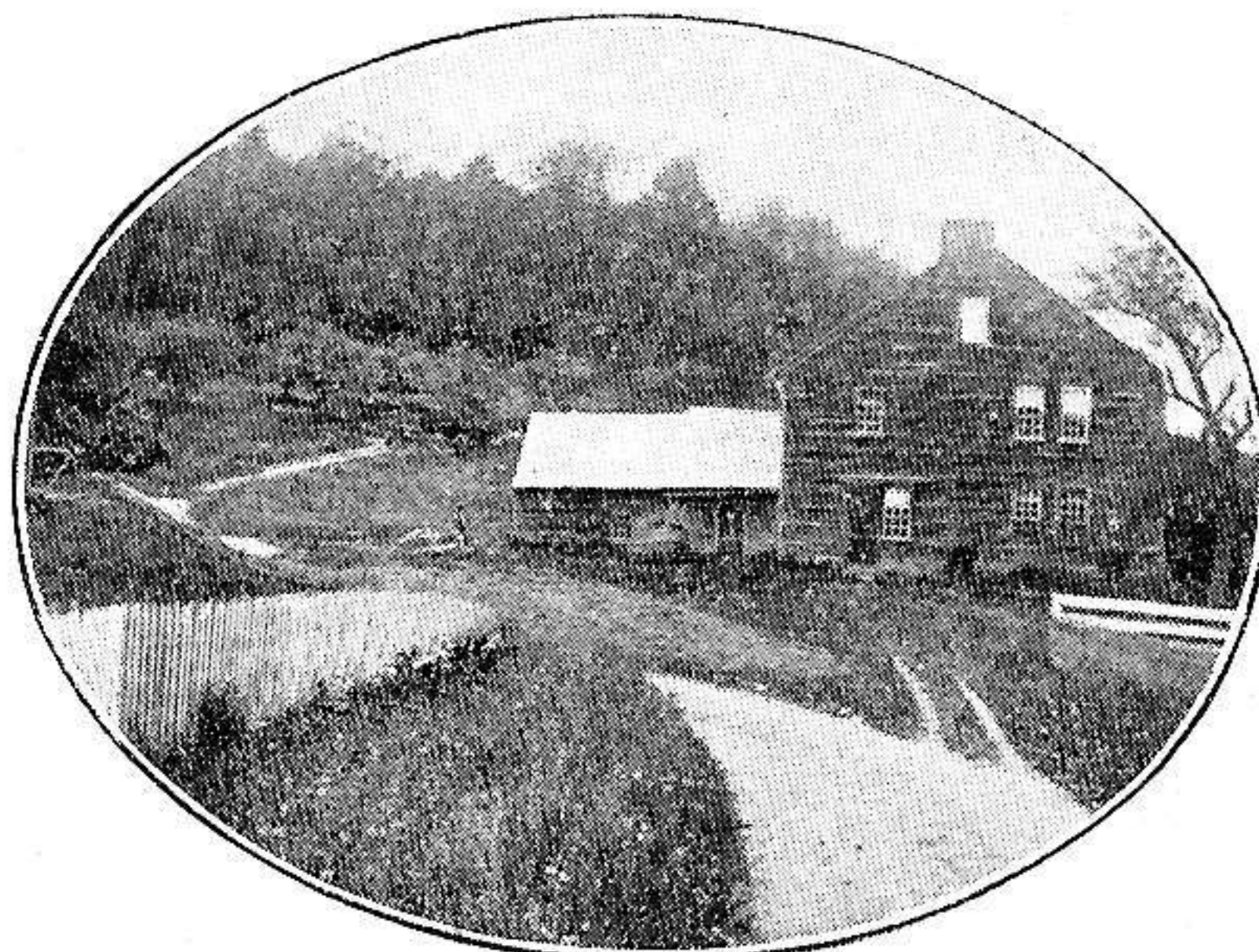
sun's rays are now far less actinic than in midsummer. Watch for the picturesque effects available after the first snow-falls. Here, too, be careful about the lights. Take into account the reflection from the white snow and control your exposure accordingly.



"HAYING."

Awarded First Prize of \$2.00 for Genre Subjects in October Contest.

Taken with our Chautauqua Camera by Jos. A. Bottomley, Providence, R. I.



"AN OLD COLONIAL HOME."

Awarded Second Prize for Landscapes in October Contest.

Taken with our Seneca Camera by M. E. Tuttle, Dover, N. H.

Where Skill and Science Produce Larkin Quality.

TIME and time again, in advertising matter and announcement, we have told you something about the Larkin Laboratories, because in our work they are of great importance—an integral part of the Larkin Idea. Not one of the list of Larkin Soaps and Household Products has escaped their influence; no new article will ever be honored with a place on our Order-blank, until the Laboratories have demonstrated by test its perfection. Nor does their work stop here, for all Larkin Premiums that the chemist can test are subject to their approval before being purchased.

The problems that confront the Larkin Laboratories are chiefly problems of invention, research, economic manufacture and the maintenance of Larkin Quality. In a manufacturing plant such as the Larkin Factories, where the purchasing-power of the patron's money is of so great moment, there is no room for haphazard work. All cost in the process of manufacture that adds no value to the product must be eliminated. There must be no waste of raw materials. From so much tallow, the largest possible amount of the best soap must be made. The by-products, the materials resulting from the first process of manufacture, must be handled to the greatest advantage, and, above all, Larkin Quality must be safeguarded; it must measure up

to the uncompromising standard of excellence we have established and hold priceless—such is the work of the Larkin Laboratories.

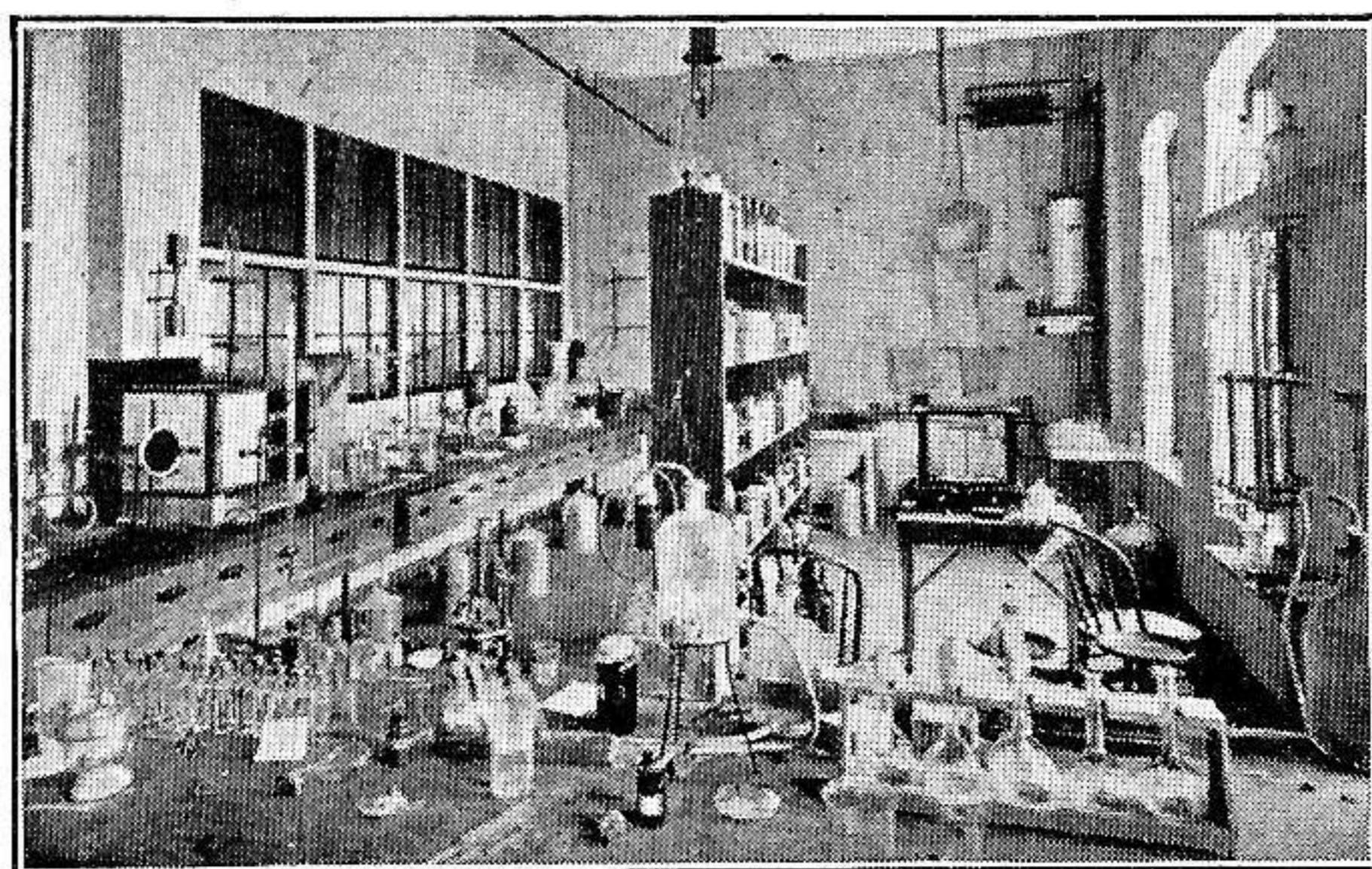
A great task we will agree; but the Laboratories are amply equipped for it. In the first place, the work is carried on by seven skilled and alert chemists, four of whom have been graduated from colleges of high standing, and all are men of scientific insight. Such a corps of chemists, working each in his own special line, provides an intellectual equipment fully able to cope with any of the varied problems that arise from

day to day in the work of the Larkin Co.

There are four Laboratories attached to the Larkin Factories: the Oils and Glycerine Laboratory; the Pharmaceutical Laboratory;

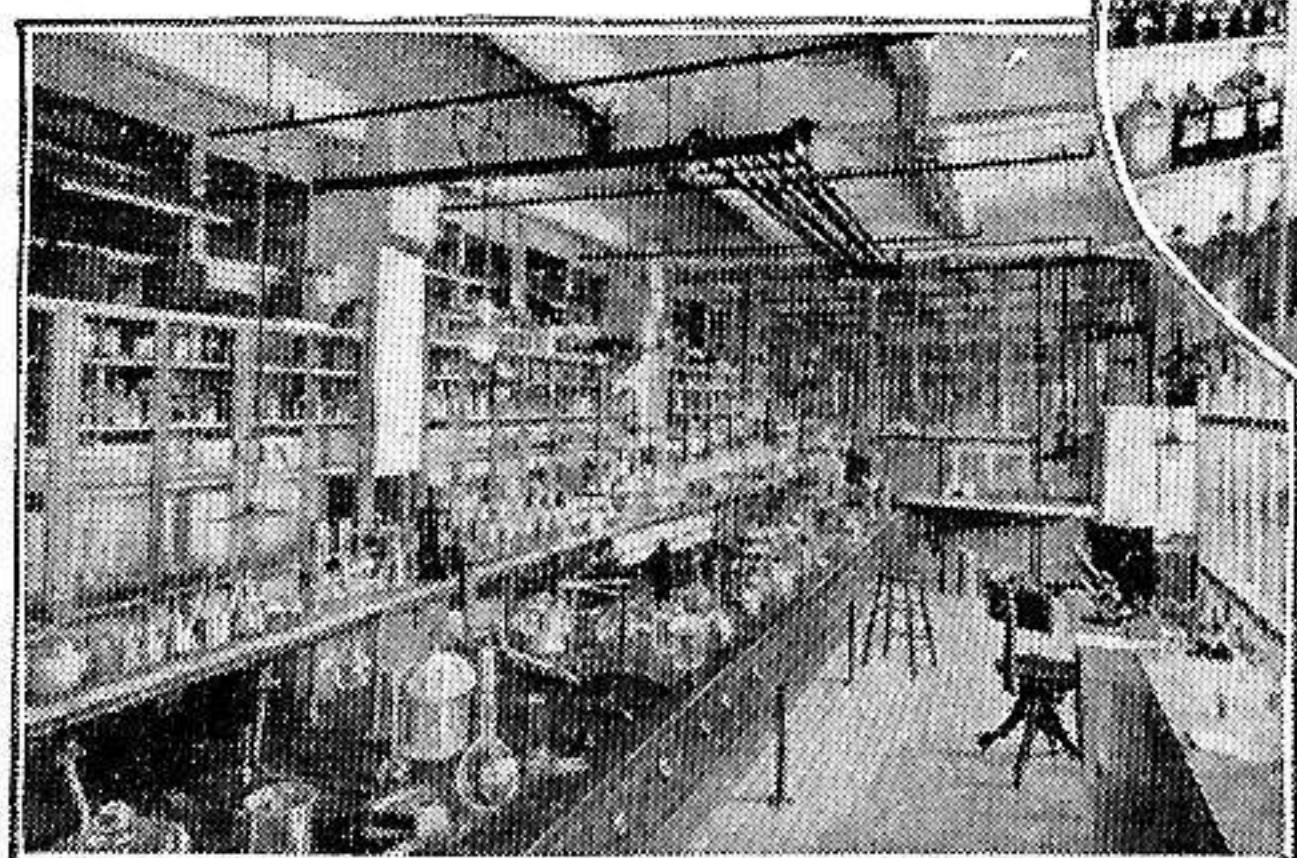
the Perfume Laboratory; the General Research Laboratory. Each carries on a distinct line of investigation and work, and each is appointed accordingly.

There is, however, a similarity about all of the Laboratories. Each has its large tables covered with apparatus, its shelves of bottles, its books, its delicate instruments and glassware. The tables at which the chemists work are really wonderful in their arrangement; in the Research Laboratory they are of stone slabs, specifically quarried for the purpose. Down through the middle of each



THE OILS AND GLYCERINE LABORATORY.

table there runs a large shelf, upon which the bottles containing the working chemicals,



THE PHARMACEUTICAL
LABORATORY.

re-agents they are called, are kept. Just under the shelf are the pipes that convey water, gas and compressed air to supply the needs of the chemist in his operations, and an electric current of almost any strength and voltage is conveniently near at hand.

Most of the laboratory apparatus is of glass, fine Jena ware, capable of enduring great heat and extreme cold, and sudden changes from one to the other. This glass is blown into every thinkable shape; to the layman, some of it would look more like a mass of contorted tubes and bulbs than like a piece of scientific apparatus, but each bend in the tubing, each swelling of its sides, has its use and is indispensable.

Sometimes a piece of glass, a beaker or a flask containing a liquid upon which the chemist has spent days of patient work, although handled with utmost care, breaks. Patiently the chemist sets about repeating his work, and at last he is rewarded for his labors.

Some of the utensils used by



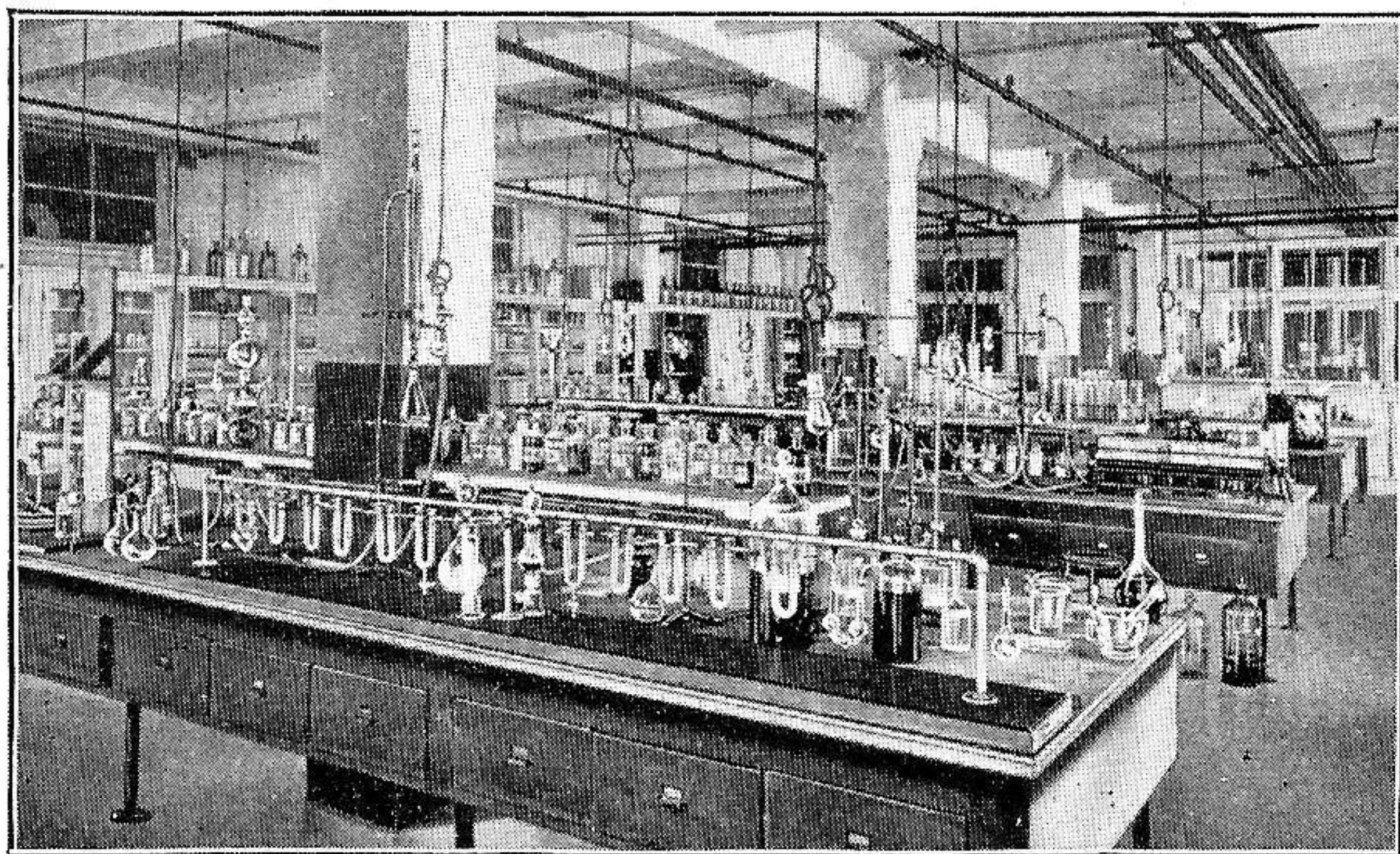
THE PERFUME
LABORATORY.

the chemists are made of precious metal, platinum, in particular, because it will withstand fierce heat, and is unaffected by powerful acids that would eat their way through glass as hot water

through a snowbank. These platinum pieces are very expensive; a crucible, the size of a fine china teacup, would cost about a hundred and fifty dollars.

Each of the Laboratories is equipped with balances, so delicately constructed that they are sensitive to $\frac{1}{9071848}$ of a pound. Then there are the microscopes, spectrosopes, polariscopes, refractometers, thermometers, barometers and numerous other instruments. Expensive furnishings of this sort are kept in the balance-room, a room adjacent to the Laboratory proper, to protect them from the corrosive fumes that are thrown out when some chemicals, notably the powerful acids, are evaporated.

These fumes, by the way, are a great drawback to the comfort of the chemist. They often get into his eyes and throat, blinding and choking him. The effects of different chemical fumes upon the spirits of



THE GENERAL RESEARCH LABORATORY.

the chemist are remarkable. The vapors of nitrobenzene, for instance, have a depressing effect. Many a chemist, after working all day with this chemical, leaves his laboratory thoroughly disheartened. On the other hand, some gases are exhilarating. Oxygen, if the chemist should come in contact with it, would stimulate the action of the heart,

sharpen his wits and give a very rosy aspect of the world to him. All chemical reactions in which noxious fumes are evolved are, in our Labo-

ratories, carried on in a hood, a closed compartment from which the fumes, as they are given off, are drawn by a fan. It is, however, impossible for the chemist altogether to avoid contact with these gases.

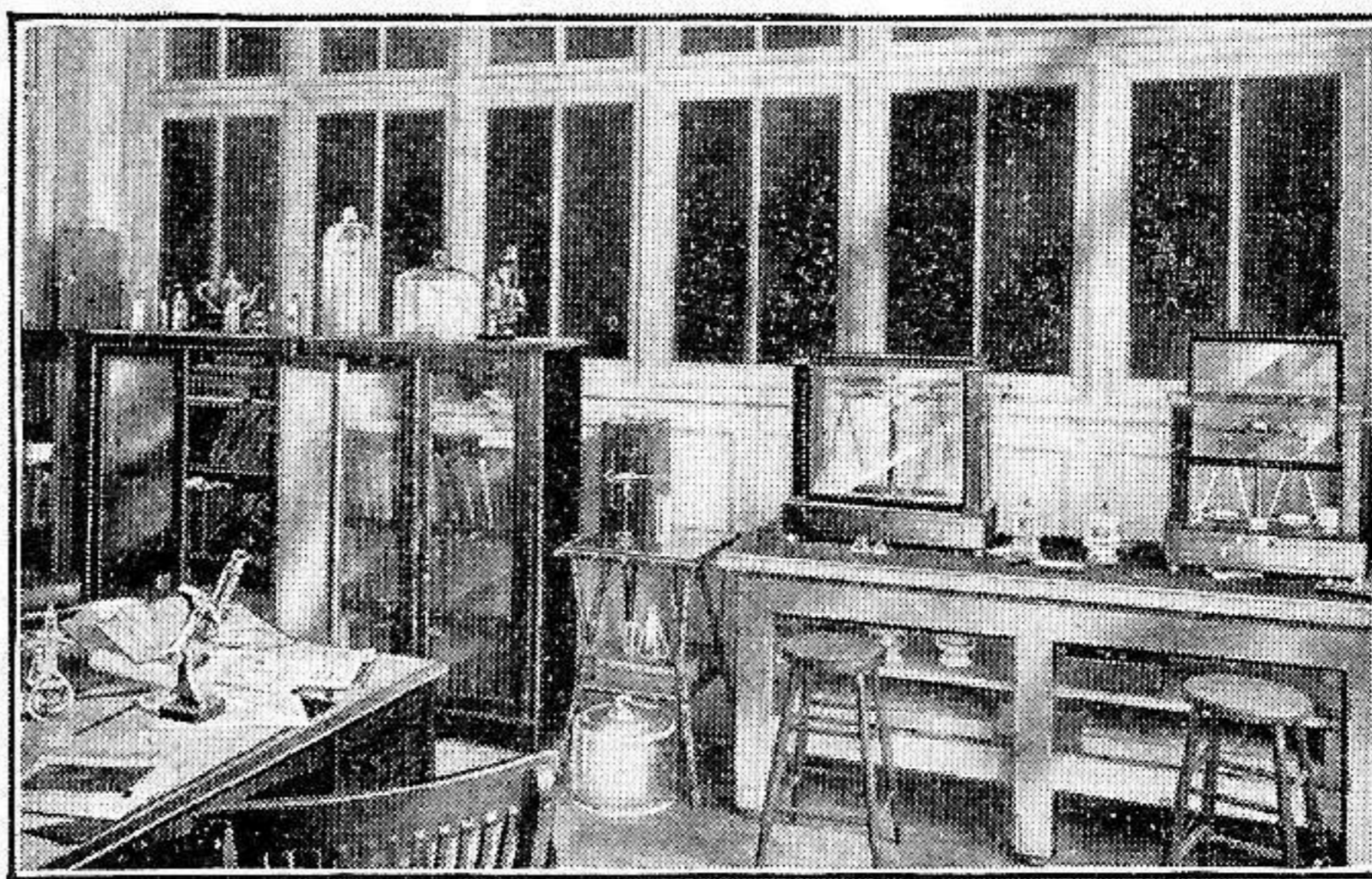
An illustration or two may assist the reader to a more thorough understanding of our Laboratory work. Tallow from which Soap is made contains, chiefly, two things—a substance known as a fatty acid, which combines with the lye to form Soap, and Glycerine, which is set free when the soap is made. Now tallow differ. It is the chemist's work to examine each lot of tallow to discover the exact amount of soap-making material it contains, and, with this information, to map out a course of treatment that will produce the most and the best Soap. He also determines the quantity of Glycerine that ought to remain after the process of soap-making is completed, so that nothing may be

lost. A method of procedure quite at variance with that of the old days.

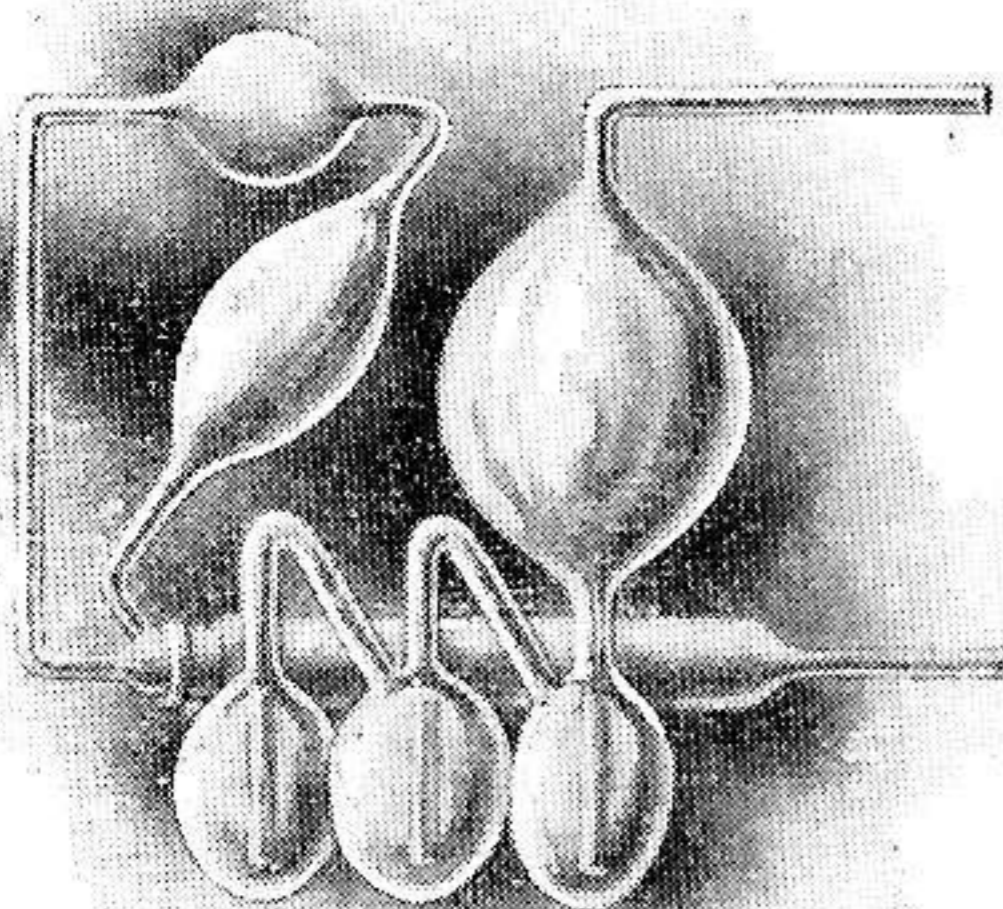
Again, the delightfully fragrant Perfumes that we make for you are the product of a complex blending of many odors. It is a curious fact that some of the simple odors lack permanency, and must be bound into the Perfume by other odors. Just how this can be done, the perfumer-chemist ascertains by experimentation.

In the matter of the selection of a method and the raw materials for the manufacture of a new product, great confidence is placed in the verdict of our chemists. For instance, we recently placed on our Order-book a line of Flavoring Extracts. Now, there are several methods of manufacturing flavoring extracts, and there are many sources of the raw materials. In determining upon the most economic and effective method of manufacture, and in the selection of the best and most wholesome raw materials, the advice of the chemist was very seriously considered.

In another field the influence of the chemist is felt. In our Premium List we say that such and such a Watch Case is 14-K. Gold, and we are sure that this case is just as advertised, because the judgment of an experienced buyer is supported by a strict and scrutinizing chemical examination.



THE BALANCE ROOM.



CONTORTED TUBES
AND BULBS.

Our chemists also serve as watchmen in each process of manufacture. If something should go wrong, if the yield should be short, or the established quality unusually difficult to attain, to them would be put the questions, "What is wrong? Where is the trouble?"

And then their minds are always engaged in trying to find something new for you, or to discover how one of the old products can be improved. They are busy, earnest men, these chemists, and, like all of us, they have the welfare of the Larkin patrons very much at heart.

ANOTHER LARKIN INSTANCE OF INCREASED VALUE.

This is the season of family gatherings and merry dinners—the season of roasts. For the festivities of the next few weeks the cranberries have been areddening, the fowls afattening. Did you ever think how much the fowl has to do with these festivities? It is the roast that makes or mars the feast.

Here's a fowl selected with discrimination, stuffed and basted in accordance with time-honored traditions. There is every promise that the roast will be successful, and yet when the bird reaches the table, it fails to measure up to expectations. The meat is dry and tough, and the flavor nothing to brag about.

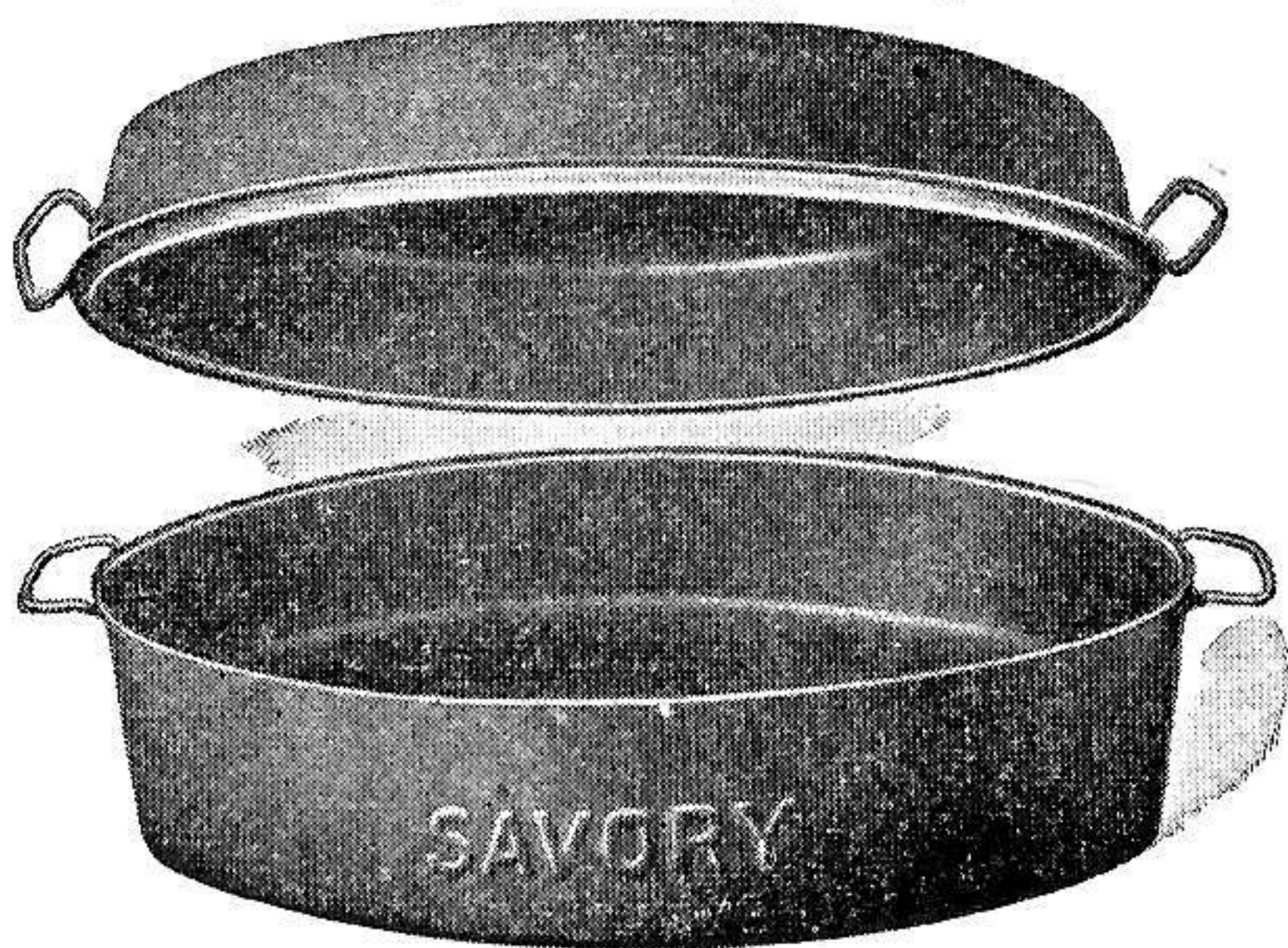
Of course, everybody praises the roast and declares that it's prime; but the housewife, crestfallen and shattered in hopes, way down in her heart feels keenly disappointed. She has worked and planned in vain.

The trouble was with the roasting pan. It had a flat bottom. It permitted the natural juice of the fowl to steam away. As soon as the rich fat was roasted out, the fowl was browned to a tasteless crust.

In the new Savory Seamless Roaster, now offered to Larkin

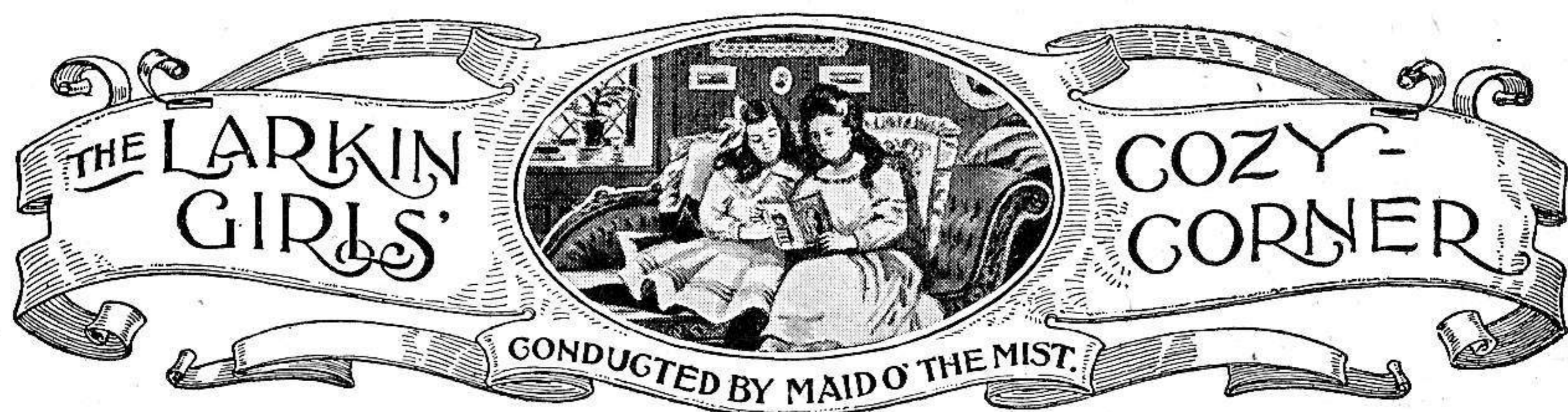
customers, conditions are different. One of the great features of this Roaster is the seamless oval bottom, as smooth as an egg. It has no corners or crevices to catch and retain grease. It is lowest in the center; therefore, the drip from the meat flows to the center, and the moisture from the fat thoroughly bastes the roast.

Enveloping the oval bottom and raising it off the oven floor is a steel skirt that forms an air chamber about the lower pan. A uniform temperature is thus maintained because of the air confined in the chamber. It is not necessary to use any water in this Roaster as there are no dampers or openings to allow



the escape of steam. The roast should be let strictly alone until done, so that every bit of the nutriment may be kept in the meat. This makes it tender and juicy, gives to it an excellent flavor, and the roast cannot be burned or dried up.

The Savory Roaster is made of the finest Siemens-Martin Blued Steel; is easy to keep clean, and of convenient size, $11\frac{1}{2} \times 17\frac{1}{2} \times 8\frac{1}{4}$ in. It is given, together with two Double Bread Pans, for one Certificate—a value far in advance of anything we have ever offered in the roaster line before. The Savory Seamless Roaster itself, without the two Double Bread Pans, would be a great increase in value over the former offer. The Bread Pans have wire rests, which prevent burning.



THE Christmas month is the time of all the year when old friends are reunited. Doubtless you will be invited to eat Christmas dinner at Grandma's, or at the home of some other relative, or else you will help prepare the feast to be given at your own home. If it is at your home that friends will gather, it is not a day too early to be taking stock of things in hand and things needed, in preparation for the event.

Begin in the kitchen, and see if mother has all the conveniences she needs for doing her work. Probably in looking out for the needs of the family, she has not thought first of herself. If you surprise her with a Larkin Kitchen Cabinet, the number of steps you can save her, not only at Christmas time but through all the year, can scarcely be estimated.

Then there is a splendid Tinware Assortment, everything in the tinware line one can need in cooking and washing, that is given with \$10.00 worth of Larkin Soaps and other Products. Why, she would think she had a tin wedding. Or perhaps a set of L. & G. Agate Nickel-steel Ware is needed.

One of the ways girls can help mother is by frosting the cakes. The easiest way to make a frosting that is simply delicious is to put half a pound of confectioner's sugar in a bowl and add, drop by drop, a few spoonfuls of hot water. It should be dropped into the middle of the sugar and mixed with a spoon as fast as the sugar melts. Do not put it in too fast. Add with the water a teaspoonful of

Larkin Extract of Lemon, Almond or Vanilla, as may be preferred. A spoonful of cocoa or chocolate stirred dry into the sugar and prepared in the same way makes fine chocolate icing. In making chocolate frosting, use Larkin Extract of Vanilla for flavoring.

The dining-room is the centre of the house on Christmas day. It would be a pleasure for your brothers and sisters to assist you in securing a Larkin order and one of the beautiful new Sideboards, free with \$22.00 worth of Larkin Soaps and Products. If the gathering of the family is not at your own home, you can easily get twenty-two of the relatives of the aunt or grandmother who is to do the entertaining, to take a dollar's worth of Soap each; or if few are to be invited, the work of soliciting may be divided between the children who are to be of the party. It will be immense fun, and will leave a splendid reminder of this Christmas with your hostess. Set the ball rolling right away.

After dinner there will be time for stories, songs and music. What could give more general satisfaction or add more to the jollity of the occasion than a Columbia Graphophone or a Chautauqua Roller Organ?

The Larkin Premium List tells how you can secure one or both of these at the cost of a small outlay of work that is almost as easy as play.

Every girl is ambitious to have a pretty room. Two essentials to comfort and good health are a White Enameled Steel Bed and a handsome Toilet Set. These may be yours for

selling Larkin Soaps and other Products, and will always give you a delightful feeling of independence, besides making your room attractive. Your health depends largely on your bed. It should be firm, straight and comfortable, but not too soft. High pillows make people round shouldered, and you must have a "straight back" nowadays, or give up all claim to beauty.

Very dainty, indeed, are the bedspreads and bolster covers of lace and muslin. They are easily made, and pleasure in their use will be an incentive to prompt and careful bed-making. These covers will wear a long time and look nice, if they are carefully washed. Ask the laundress to use only Larkin Soap and Boraxine in washing them.

It will not be very difficult for you to wash them yourself, and the ability to do so will add to your treasure house of experience, which is going to make you as independent as a peeress when you become one of the most enviable of all people on the earth—an American woman.

Last month we suggested a Princess Dresser for your room, and now we have mentioned the Toilet Set and Bed. You must yet secure a Rocking Chair and a pair of those beautiful Smyrna Rugs. These will cost a little more work, but will last for years, always commemorating your work, and keeping you reminded that the Larkin Co. is the girls' ready friend.

I wonder if you have any trouble with your hands, this autumn weather. Most people do. The change from the warm air indoors to the cold, outside, causes the skin to contract and crack. Then dirt adheres to the rough surface of the skin, and it is almost impossible to make the hands look clean. A little care will repay you in the comfort of nice looking

and smooth feeling hands. The first step is to soak them thoroughly in warm, soapy water. Use Modjeska Toilet Soap, Creme Oatmeal or Maid o' the Mist Floating Bath Soap. Then dry carefully and rub well with Larkin Rosewater and Glycerine.

Thousands of girls leaving school and going into shops to earn a few dollars a week at hard work, meet with associations and companions that drive them far from the ideal home life.

The Larkin girl can stay in school, and gain healthful exercise after school hours by selling Larkin Soaps and Products. She can furnish her own room and help to furnish the rest of the house. No need for Larkin girls to live in any but tasteful and attractive homes.

The experience she gains in taking orders will give her a better business education than she could acquire at an expensive business college. She will know the greatest of all secrets—how to earn money for herself—and need never be afraid of want, or of what people call "bad luck."

A TIMELY RESCUE.

BY AUNTIE NELL.

It was a little thieving elf,
And he was one of four,
Who'd swiped and eaten raspberry
jam

Till they could eat no more.

They were a sad and gruesome sight,
All seated on the floor,
From head to foot incarnadined
With crimson raspberry gore.

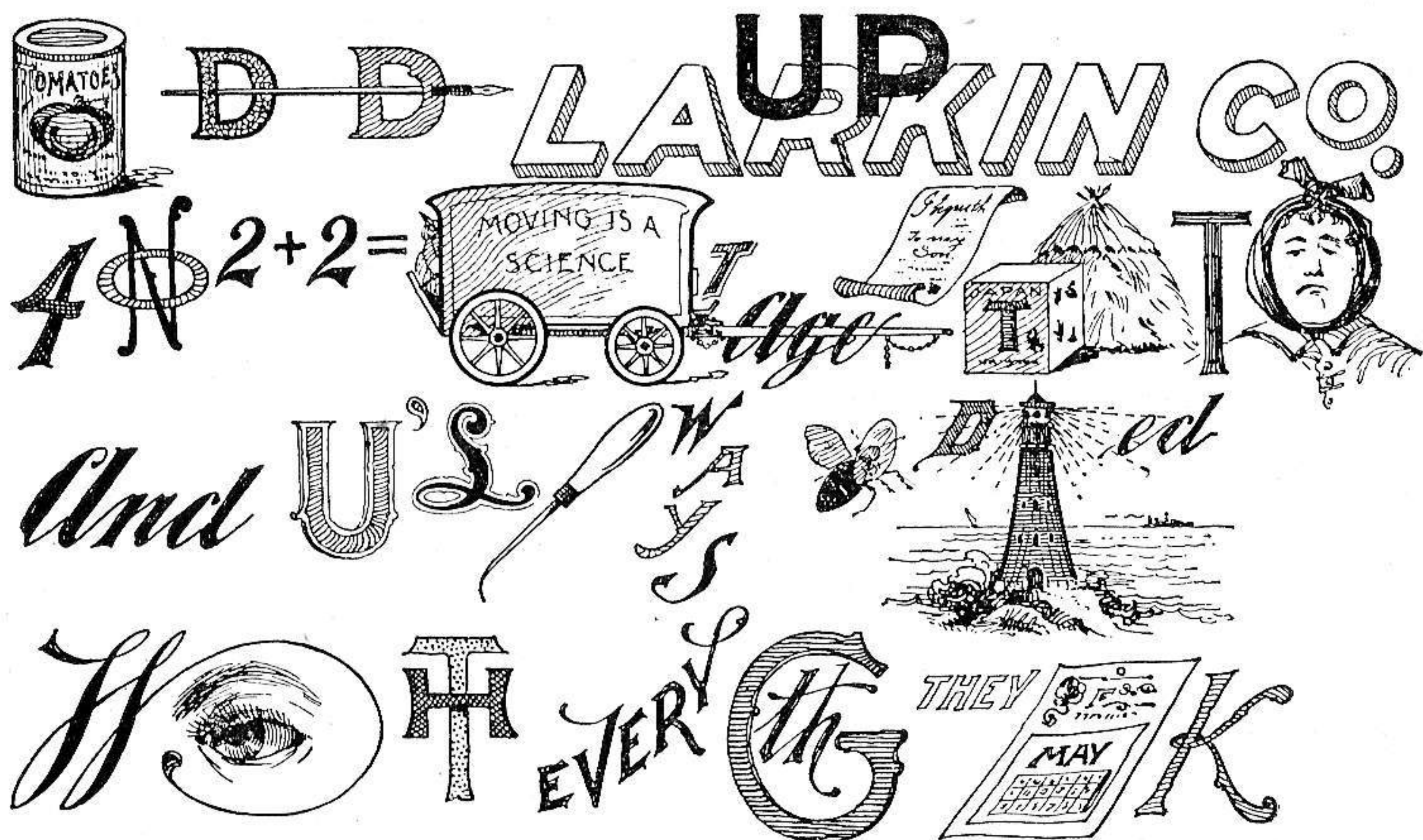
Then mother cast them all adrift
On a raging bath-tub sea.
Oh, poor little shipwrecked mariners!
What a direful plight — Ah me!

Then came the merciful Maid o' the
Mist

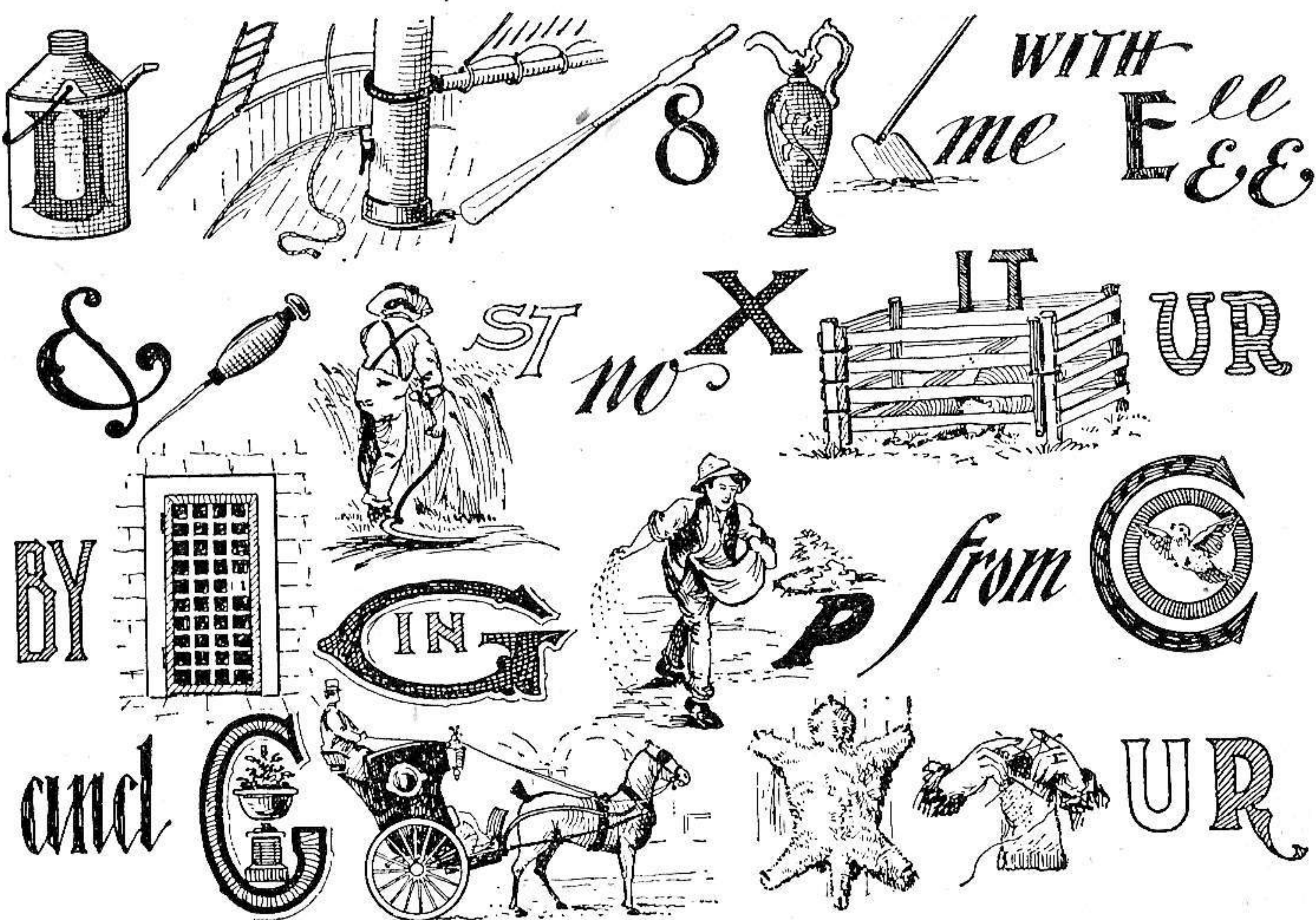
And rescued the shipwrecked four;
She floated out on the foamy deep
And washed them all ashore.



1. REBUS.



2. REBUS.



To every boy or girl sending us the correct solution of Nos. 1, 2 and 3, before December 15th, we will mail, free of charge, one bottle of Modjeska Violet Perfume. Address Editor THE LARKIN IDEA.

The solutions will be published in THE LARKIN IDEA for January. Solutions will not be acknowledged by letter.

3. OBLIQUE SQUARE.

My first is a consonant ; second, a case ;
 Third should be sought by the whole of our race ;
 Fourth, part of the year ; fifth is for sure ;
 Assailed by my sixth, no dirt can endure.
 My seventh you get from every one
 Who has tried every eighth of soap 'neath the sun.
 The ninth one is made by tenth Larkin Co.
 My last you will find in the word Unity.
 My whole forms a diamond-shaped figure with letters
 Running down and across and uniting like fetters.
 The friends who have tested its wonderful quality.
 All sing as they use it with just perfect jollity.

SOLUTIONS OF SEPTEMBER PUZZLES.

1. REBUS.

Larkin Soaps are superior to all
 others on sale.
 They cannot be excelled.
 Always on top, with expensive
 Premiums,
 In grateful esteem they are held.

2. REBUS.

Handsome Carpets of Extra Ingrain
 Are sent with Larkin Soaps ;
 Pillows, Mattresses and Curtains
 Of Lace, Tapestry or Rope.

3 WORD SQUARE.

Larkins have the right *Idea* ;
 To *deal* fairly is their end.
 Words of patrons reach our *ears* ;
 They *also* recommend.

Over twenty-nine hundred boys and girls sent solutions of the Puzzles published in the September number. One hundred and ninety-six won prizes. A correct solution came from Erie, Pa., without a name ; we are holding it for identification.

There's the kitchen Range—it lasts longer and looks much more attractive, if it is kept well blacked. Use the Larkin Stove Polish daily, when the stove is cool. It only takes a minute, and maintains that bright shine so pleasing to the neat house-keeper.

POSTMASTER SAYS SQUARE DEALING IS SECRET OF OUR SUCCESS.

Occasionally one of our good customers will purchase a Postal Money-order, enclose it in the envelope with an order for goods, and mail it. When it reaches our office the envelope is found to contain the money-order and also the cash which was intended to pay for it. In such cases, of course, we get double the amount of money necessary to pay for the goods, and the Postoffice where the money-order was issued is short the amount of the money-order, having failed to receive payment for it.

About every second day a case of this kind occurs. It is our custom to write the Postmaster where the money-order was issued, asking him if his cash balanced on that day. He replies that cash was short such an amount and we send our check for it.

In acknowledging receipt of such a check the other day, the Postmaster at Wyandotte, Mich., wrote :

“On behalf of myself and my clerk who made the error, I desire to thank you for the return of Ten Dollars, by check, which is at hand today.

“I have wondered at the business you do, some of which passes through this office, but the secret of it is out now—square dealing.”



THE LARKIN BOYS' SYMPOSIUM

CONDUCTED BY BORAXINE.



JUST a Christmas thought or two ; the glad time will soon be here. Already the shop-windows are beginning to brighten with wonderful toys, and the groceries are filling with delicious nuts, oranges, figs and grapes. It makes one's mouth water. We won't have long to wait, but it's real fun thinking about and planning for the good time.

It all takes work, boys, and every one of you must help. Now's the time to be enthusiastic.

You know the story of the thousand people who agreed to shout all together, just to see how much noise they could make. Each said to himself, "I won't shout ; I'll just listen. One voice wouldn't be missed out of a whole thousand, and I want to hear the sound." When the signal was given to shout, every one kept still just to hear the rest, and there was only one astonished shout heard ; that was from the man who proposed the thing.

All must help at Christmas time, particularly the boys. Everybody who fails to do his part, makes Christmas just that much less enjoyable.

You ask, How can we help? Let me tell you a few of the ways. First of all be just as cheerful and obliging as you can. You'll be better and happier, and it will be a merrier Christmas for you and everybody, I am sure. And let me give you a friendly suggestion. If you'll carry this spirit right on through the year, it will be good for you. It will make you stronger. You will be able to run harder and throw farther, and you will be able to do lots of things

better, just because you are cheerful. Try it and see if I'm not right.

Turn in and help all you can. If teacher wants you to gather ground-pine or holly for a little decoration, don't run off and play kick-the-stick or turn-cap-scatter. Take your jack-knife or shoulder your axe like a man and off to the woods. Hunt the greenest pine and find the holly with the most berries on it. Work hard and enthusiastically. You'll spoil Christmas if you don't.

Then you must be kind to others. Don't think every moment, "I wonder what Christmas will bring to me." You'll be treated kindly and generously ; be sure of it. Say, rather, "I wonder how I can help somebody else to have some fun?" Then think about it, and you will discover dozens of places where you can do a kind act or say a bright, happy word. This is what Christmas is for. Don't be afraid you'll overdo it and that people will think you are trying to win favors. They won't, provided you act in the right spirit and really mean what you say and are sincere in what you do.

And when Christmas comes and you have your gifts and candy, let someone else enjoy them with you. Share your candy with some of your less fortunate friends. "Whack-up," it will make you feel glad and happy all over.

Then after it's all passed, keep right on being kind and cheerful and generous. If you do, after you become an old man, you can look back on Christmas, 1904, and say, "Best time of my life."

This chat about Christmas reminds me of the chance you have to earn handsome gifts for your parents and friends. Look through the Premium List and make a little note of the things described in it that you would like to have for yourself. You can count on it that every other boy wants the same things. Here's a chance to earn a fine gift for one of your chums. Most of you know how easy it is to sell \$10.00 worth of the Larkin Products. A handsome premium is given with each ten-dollar order, a premium that would cost you ten dollars in any store. Then if you wanted to work just a little more, you could easily earn a gift for mother or father, or brother or sister. In fact, you can find a wiser and better selection in the Larkin Premium List than in most big department stores even at Christmas time. This is just a suggestion. If you wish some booklets to help you in the work, write to us. We'll be glad to send them to you.

THE \$500.00 CASH PRIZE CONTEST.

The Boys and Girls' Contest for \$500.00 in Cash Prizes will close on Thursday, December 1. On or before that day, all Contest Blanks, filled out according to the given instructions, must be sent to us. They are to be addressed to Editor THE LARKIN IDEA, Larkin Co., Buffalo, N. Y. We insist that the time-ruling be obeyed. The time-stamp of the postoffice where the blank was mailed will be observed.

Remember that you may take credit for all cash orders sent in by you or through the head of your family since June 1st, the date the Contest opened, except orders in Clubs-of-Ten organized prior to that date. In awarding the prizes, the cash totals only will be considered. The amount of Soaps sold and the number of orders sent in will be

disregarded. In this way, credit will be given for the exact amount of work done.

Some of the contestants have failed to comply with all of the Conditions. All such have been cautioned by direct communication; but, perhaps it would not be amiss to repeat that, regardless of the amounts of their sales, prizes will not be awarded to contestants who have failed to complete their entries.

We are delighted by the way the boys and girls have taken hold of this Contest-work. The entries number over four hundred. We do not know the record of any contestant, but we are sure that much creditable work has been done. If we can finish the task of closing up records of the Contest in time, full announcement of the result will be made in THE LARKIN IDEA for December.

Mrs. G. W. Hamilton, Erie, Pa., writes: "I am entirely satisfied with all my premiums. They are excellent.

"My son Raymond is very fond of THE LARKIN IDEA. He takes it to school for his teacher and friends to read and has saved every one sent him.

"A year ago Raymond sold a ten-dollar order and received a Mandolin as a premium. He has taken thirty-one lessons. His teacher thinks the Waldo Mandolin is just grand, and when he was told it was received from the Larkin Co. as a premium with \$10.00 worth of Soaps for \$10.00, he could scarcely believe it. 'Why,' he remarked, 'it's as good as my \$15.00 Waldo. I don't see how they can do it.'"

A man from the strenuous West
Came home to the quiet he liked best.
To brighten his life, he found him a
wife,
And Larkin fine Soaps did the rest.



THE announcement of Larkin Ball Blue and Larkin Gloss Starch in this issue, brings the number of new Products added to the Larkin List during the past year up to twenty-six, and still more important additions will be made in the near future. Every new item included in the Larkin List, increases the advantages of membership in a Larkin Club-of-Ten.

We often wish that we could step into one of your Club-of-Ten meetings and listen to the chat about the new Products. We should hear many things that would delight us, particularly when the new Flavoring Extracts became the subject of conversation. The line is a pretty complete one, Vanilla, Orange, Lemon, Almond, Rose, Wintergreen, Celery, besides the Essences of Peppermint and Jamaica Ginger. Of course, it is out of the question for us to attend Club-of-Ten meetings, so we ask that Club secretaries write to us when they can, and tell us of the views and opinions of the Club members. It will be a great help to us.

Here is a little lesson in finance suggested by the continual growth of the Larkin List of Household Products. For the sake of argument, let us suppose that the Larkin Co. manufactures a single commodity—Sweet Home Soap, we will say.

The profits are now shaved so closely that it would be impossible to give the values we do, in a purchase amounting to less than \$10.00. Ten dollars' worth of—say—Sweet

Home Soap, 200 bars, would last a family of average size two years. To secure the full benefit of the Larkin Idea, in that case, the price \$10.00 would be safely invested for an average period of one year, to be sure, as the Soap would be used in equal weekly portions during two years, but you would be receiving a hundred per cent. profit on the investment, in the shape of a \$10.00 Larkin Premium, and enjoying the use of it all the time, instead of having spent as much for soaps alone in the old tribute-to-middlemen way.

Let us add just one more article to the list and watch the result. Let us say Modjeska Toilet Soap. Now, in a ten-dollar purchase, you secure two kinds of Soap, adapted to two different uses. The assortment would last say eleven months, which means that you would be able to get the full use of your money in a shorter time besides gaining more frequent opportunities to add Larkin Premiums free, to the home, because the scope of the list had been broadened.

By following this course of reasoning you will arrive at an understanding of just what the marvelous growth of the Larkin List, during the past year, means to you, the Larkin Customer.

But do not be misled by this course of reasoning into the belief that the larger the list the more advantageous it is of necessity to the customer. The character of the list and the quality of the articles listed are of



LARKIN TOWTAID CLUB.

Mrs. John Glispin, Sec., Cherry Valley, Mass.

first importance. By embracing only goods of unquestionable merit, the Larkin List presents to the customer the best opportunity for advantageous purchasing of household necessities ever offered.

THIRTY MEMBERS SATISFIED.

Mrs. Leona E. Jones, Cumberland, Me., writes: "My thirty Larkin Club-of-Ten members have nothing but praise for the Larkin Products, and all wish you many years of prosperity."

**ALL HAVE GOOD TIMES.**

Mrs. John Glispin, Cherry Valley, Mass., writes: "We have organized a Club-of-Ten and I have been appointed Secretary. Our Club meetings are social gatherings. Last month we had a 'Kimono party,' at which we had our pictures taken. We are all very fond of the Larkin Soaps and Premiums."

IT GROWS IN SIZE.

Mrs. A. Hermann, Akron, Ohio, writes: "As this is the last order of the Elite Club-of-Fifteen, we wish to thank you for your kindness to us and for the lovely Premiums."

"We have reorganized with twenty members, and shall meet once every three weeks. We have either music or cards and count on a good time."

"All our Club members speak highly of your Soaps, Toilet Preparations, etc. They have no trouble at all in disposing of those they do not use."

LARKIN BALL BLUE.

Bluing is so small an item of expense in a household that too little thought is sometimes given it. Many consumers do not appreciate the wastefulness of bluing of small coloring power, or know that there is great difference in the coloring power of different brands of bluing.

After most thorough investigation we have added Larkin Ball Blue to our lengthening list of Larkin Products for the general household, knowing it to be worthy of the place.

As American housewives learn what European women generally know, that liquid bluing in time turns clothes yellow and that an Ultramarine Ball Bluing is the most economical and satisfactory, we expect Larkin Factory-to-Family dealings will greatly increase its consumption in America from the present rate of three million pounds annually.

Many mysterious iron-rust stains found on household linen are caused by inferior laundry bluing containing mineral impurities.

The proper safeguard is to use Larkin Ball Blue, which is an ultramarine bluing, free from all impurities.

MRS. HERMANN'S CLUB-OF-FIFTEEN,
AKRON, OHIO.

THREE IMPORTANT PRICE REDUCTIONS.

We constantly study to improve quality and reduce cost of Larkin Premiums. Whenever we succeed in reducing a cost the benefit is at once given to our customers, as we require no profit on our premiums. Three very important reductions in our offers with no decrease in quality are announced in the 47th edition of our Premium List.

The Combined Bookcase and Writing-Desk No. 911, heretofore offered for eleven Certificates, or free with \$22.00 worth of Larkin Soaps and Products, has been reduced in price to ten Certificates; or free with \$20.00 worth of Soaps. To facilitate our office work, we have also changed the number to 810. There has been no change in quality. See Larkin Premium List for full description.

Dresser No. 911 (the new number will be 910) has also been reduced from eleven Certificates to ten Certificates; or free with \$20.00 worth of Larkin Products.

Our No. 917 Drop-Head Sewing-Machine, always excellent value at seventeen Certificates, has been reduced to fifteen Certificates, or free with \$30.00 worth of Larkin Soaps and Products. The new number will be 815. For description, see Larkin Premium List.

These reductions in price will be advertised in the 47th edition of our Premium List, which will be ready for circulation about Nov. 15th, but our customers will be given the benefit of this reduction as soon as this number of THE LARKIN IDEA is published.

The 47th edition of Premium List has been enlarged to 44 pages. It will contain a number of new offers: among them are several new Chairs; a swell-front China Cabinet, with heavy carved claw feet, and a larger capacity than our ever-popular No.

911; a Kitchen Cupboard that will fill a long-felt want. It has taken us many months to get just the right Cupboard at just the right price.

FLEMISH OAK MIRRORS.

The thrifty housewife always desires to look tidy, especially if she must answer a ring at the front door. Often she is in the midst of her work. She does not want to go in search of a mirror as time is valuable.

We now offer a Mirror for use in living-room, bathroom or front hall, which will help her out of such a dilemma.

The frame is Flemish Oak, well made, 3 in. wide, with an inside member $\frac{3}{4}$ -in. wide, finished in silver inlaid with black; the mirror, a French beveled plate, 14 x 22 in., the most convenient size.

These Mirrors are manufactured especially for us, and only by placing orders for large quantities are we enabled to offer one for two Certificates.

LARKIN SCHOOL CLUB.

A special Prize Contest for Larkin School Clubs will open December 1st and continue until May 1st, 1905. There will be a prize of \$50.00 worth of Larkin School-Club Library Books for the school sending the largest amount of money for Larkin Products during the contest. This prize is in addition to the regular School Premiums.

A prize will also be awarded each of the five pupils whose total sales of Larkin Products reach the five largest amounts during the contest.

The first prize for pupils will be choice of a Chautauqua Folding Camera or Sterling Silver Watch; second, any ten Larkin School-Club Library 75c. Books; third, set of Keuffel & Esser's Students' Drawing Instruments; fourth, Canvas-Woven Hammock.

The Larkin School Club affords a capital opportunity for developing schools and adding to their equipment without extra expense to anyone. Every year the number of schools benefited by this simple, successful plan increases. It is co-operative, the parents purchasing through the Club their needed supplies of Soaps, Perfumes, Toilet Articles, Flavoring Extracts, etc., articles of daily use in every family. They are glad to do so, for it assists the school their children attend. At the same time they pay no more than regular retail prices for the household necessities included in the list of Larkin Products.

The Larkin Premiums given especially for schools include Library Bookcase No. 7, Library Books, American Flag, Wall Clock, Taber-Prang Framed Prints, Flat-Top

Desk, Swivel Chair, Library Table, Standard Series Wall Maps, Graphophone, Revolving Library Globe and Chiffonier No. 5, adapted for use as a specimen-cabinet. Then there is the \$10.00 Cash Premium for schools in need of funds—obtained by selling \$20.00 worth of Products which cost the club but \$10.00.

All the Premiums are of the same high grade that marks all Larkin Premiums, and many teachers and pupils have been helped in their daily tasks by acquiring some useful schoolroom accessory that would have been out of reach had it not been for the Larkin School Club.

Teachers will find a Larkin School Club profitable as well as beneficial. Write to Larkin Co., School Club Dept., for Application Blank and Prize Contest Coupon. Complete information will be furnished.

LARKIN BALL BLUE



Larkin Ball Blue will be found worthy of the name that is the Standard of Excellence. It will make clothes pure white, free from the greenish-yellow hue imparted by liquid bluing.

Larkin Ball Blue is an Ultramarine Bluing of the highest coloring power. Our price is the same as charged by grocers, and the Larkin Idea also applies the price of every box purchased upon a Larkin Premium.

Per 1/4-lb. box, 10 cents.

ABSOLUTE PURITY GUARANTEED

Larkin Flavoring Extracts



Larkin Flavoring Extracts

Lemon Orange Almond Rose Wintergreen Celery

Per full 2-oz. bottle, each, 25 cents.

Vanilla

Per full 2-oz. bottle, 30 cents.

Larkin Street,

Larkin Co.

Buffalo, N. Y.

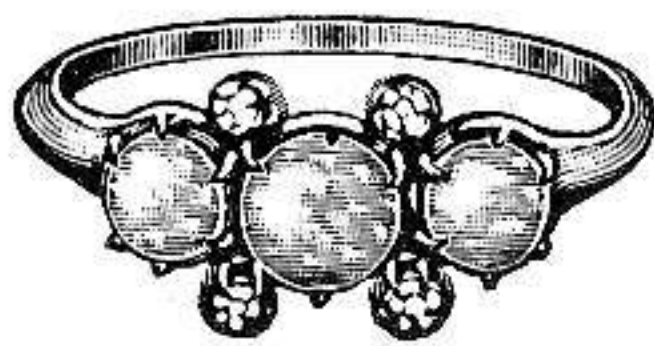
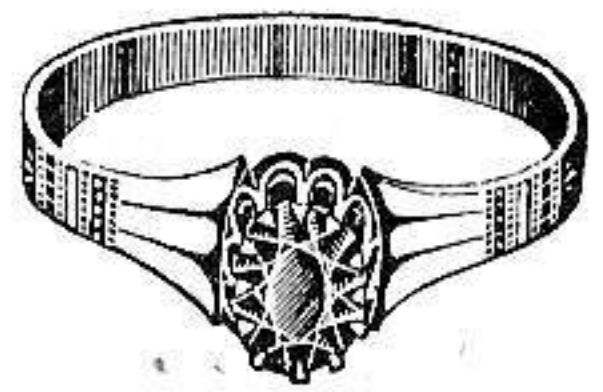
Established, 1875.

HOLIDAY HINTS.

Rings. No. 54. Given for one Certificate.

The famous Tiffany Birth-stone Ring with engraved shank. A single large doublet. Choice of twelve kinds, one for each month.

January, Garnet. February, Amethyst. March, Bloodstone. April, Diamond. May, Emerald. June, Agate. July, Ruby. August, Sardonyx. September, Sapphire. October, genuine Opal. November, Topaz. December, Turquoise.



No. 17. Given for five Certificates ; or free with \$10.00 worth of Larkin Soaps and other Products.

Heavy swell-top mounting, set with three carefully matched Opals of brilliant coloring, and four genuine rose-cut Diamonds. Modest, and rich enough to please the most fastidious.

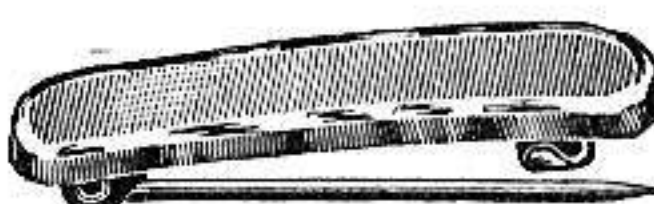


No. 2104. Given for three Certificates.

Brilliant Ruby doublet with two small genuine rose-cut Diamonds.

No. 445. Given for three Certificates.

Signet Ring. Fine Gold throughout. Beautifully carved shank. Roman Gold finish. Engraved with initial or monogram to suit.



No. 11.

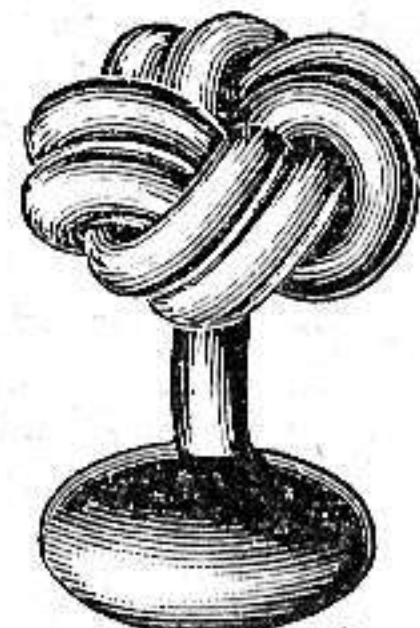


No. 31.

Solid Gold Collar or Cuff Pins.

One pair given for one Certificate. Mailed, postpaid.

Roman Gold finish. Choice of two styles: No. 11, plain front with polished edge; No. 31, embossed, with Turquoise set.



Gold-Filled Cuff Links.

One pair given for one Certificate.

No. 1. Polished Gold Knot.

No. 11. Oval front of Roman Gold, embossed with burnished scroll border. Made of stock that jewelers guarantee to wear a lifetime.

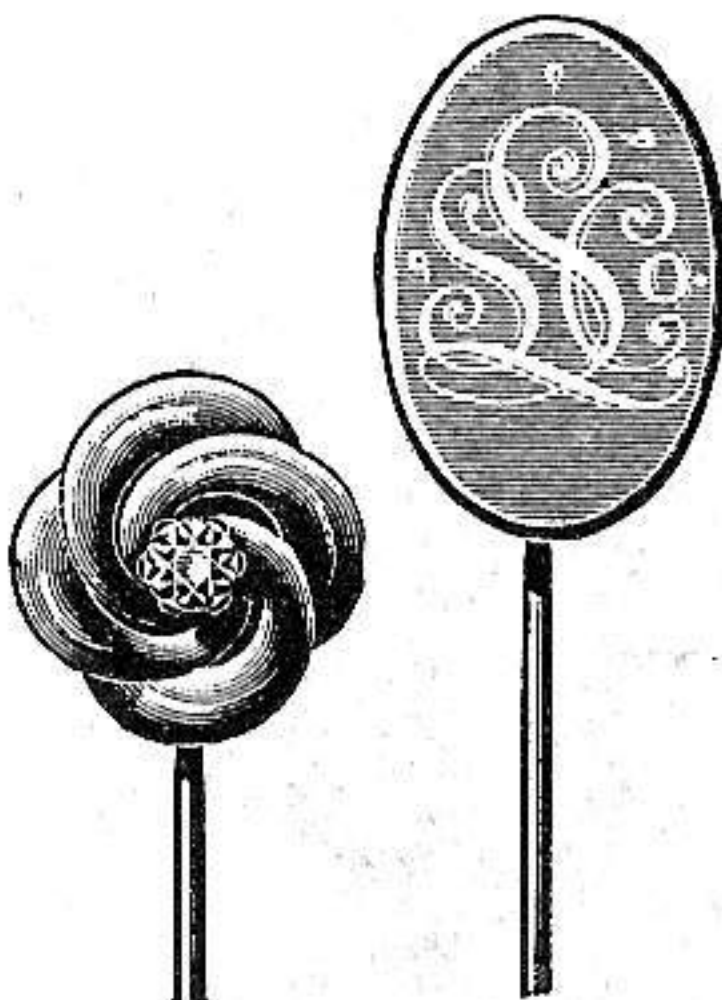
No. 1.

No. 11.

Solid Gold Scarf or Stick Pins.

One given for one Certificate. Mailed, postpaid.

Choice of two styles: No. 11, Roman Gold Knot set with one bright Rhinestone; No. 31, Roman Gold Signet with bright burnished border; lettered without charge.



No. 11. No. 31.



Locket Charm.

Given for one Certificate. Mailed, postpaid.

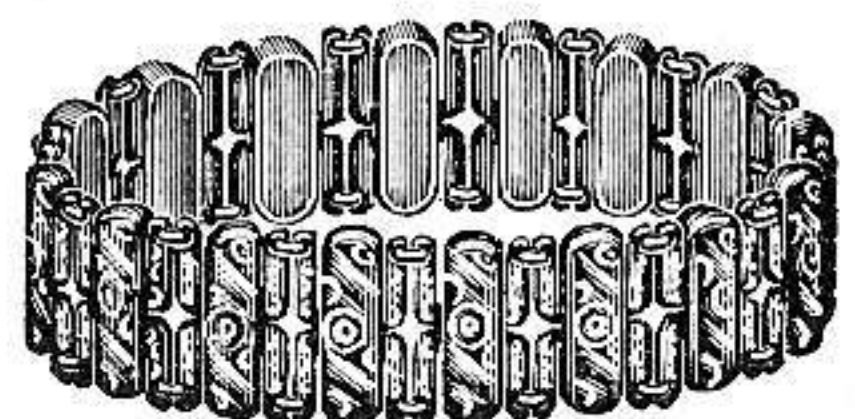
No. 11. Locket Charm, 1 1/8 in. in diameter. Choice of Sterling Silver or Rolled Gold Plate; satin finish; perfectly plain; monogram engraved without extra charge. Space for two photographs.

Guaranteed to give satisfaction.

"Velvet" Flexible Bracelet No. 2.

Given for two Certificates. Mailed, postpaid.

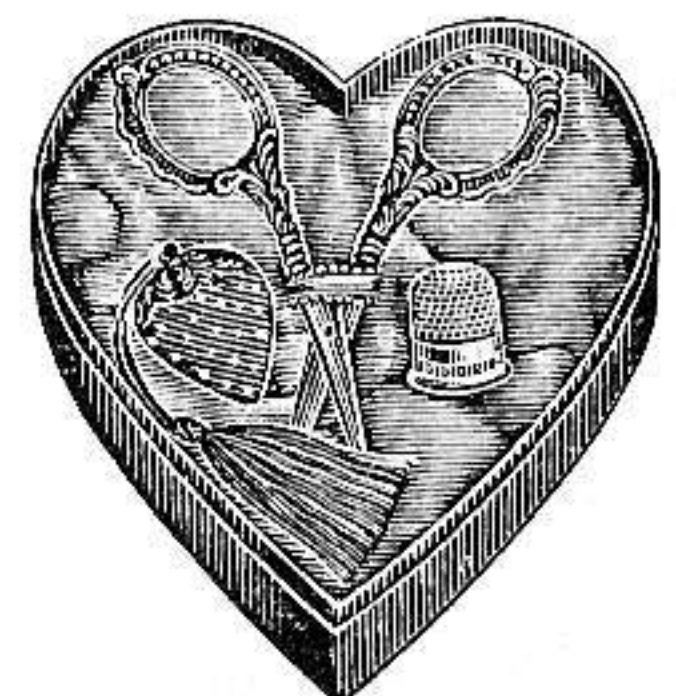
Made of heavy, Gold-filled stock and guaranteed to wear satisfactorily. Beautifully chased; flexible and elastic; will fit any wrist and stay where placed. No rubber or other perishable material used in its construction.



Jewel Case.

Given for one Certificate.

Choice of French Gray Silver or Ormulo Gold finish. Has hinged cover and is lined with silk, corded around edge. Size, 3 in. high; 3 1/4 in. long. Dainty; durable; highly ornamental.



Sewing Set.

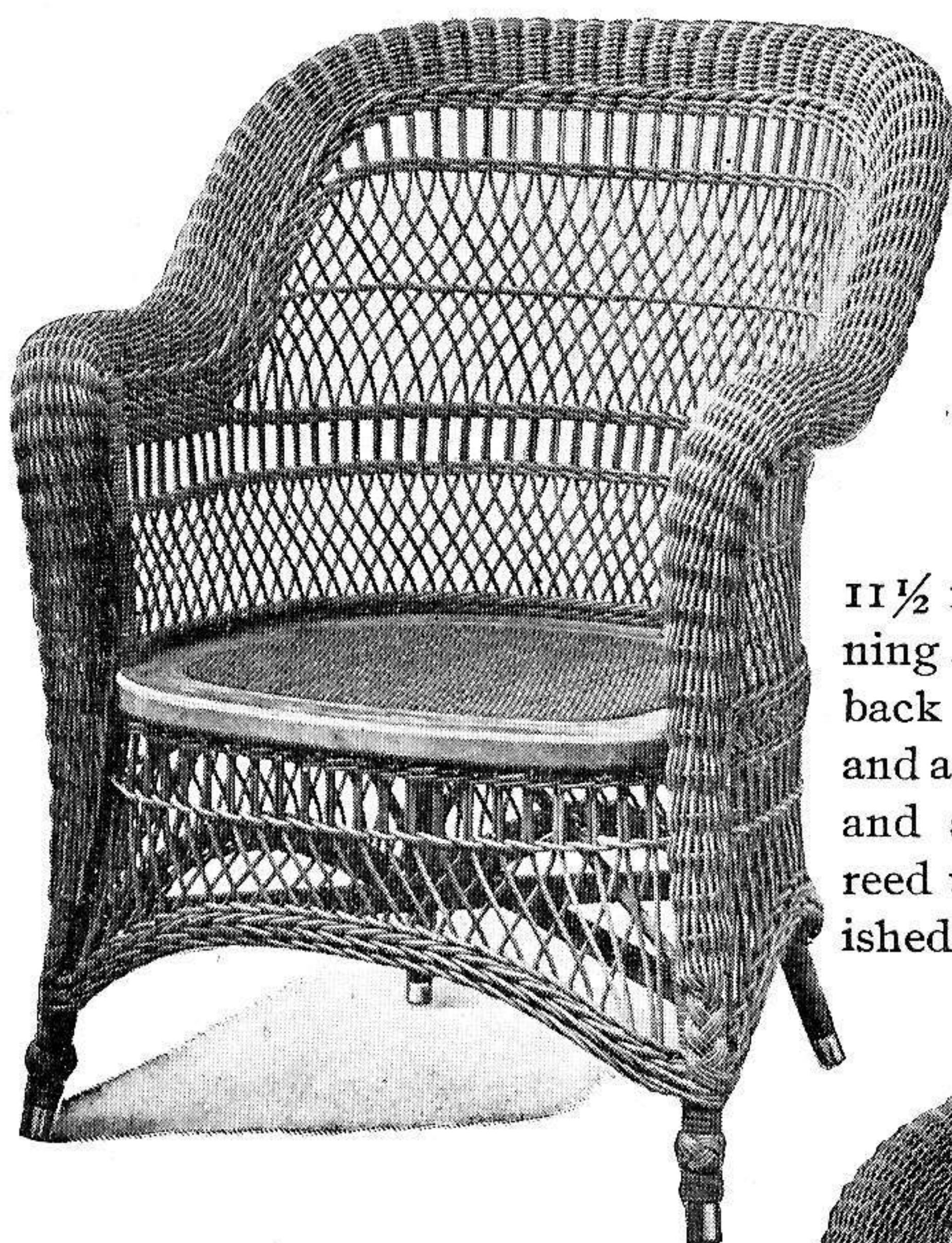
Given for one Certificate. Mailed, postpaid.

Consists of fine Steel Scissors with Sterling-silver handles; Sterling-silver Thimble; Emery-ball with Sterling-silver trimming. In a heart-shaped leatherette box, size, 3 7/8 x 4 1/2 in., with white satin lining. Give size of thimble desired.

GRACEFUL IN DESIGN

SOLID COMFORT REED CHAIRS

OF DURABLE MATERIALS



SOLID COMFORT REED ROCKER No. 26.

Given for six Certificates; or free with \$12.00 worth of Larkin Soaps and Products.

A high-grade, roomy and exceedingly comfortable Reed Rocker. Back, 34 in. high; seat, 18½ x 18½ in. Arms, 11½ in. high. The solid roll beginning at bottom of leg extends around back and adds greatly to its strength and appearance. Closely woven back and skirt. None but first quality reed used in this Rocker. Nicely finished with two coats of reed varnish.

SOLID COMFORT REED CHAIR No. 36.

Given for six Certificates; or free with \$12.00 worth of Larkin Soaps and Products.

Same design as No. 26, without rockers.



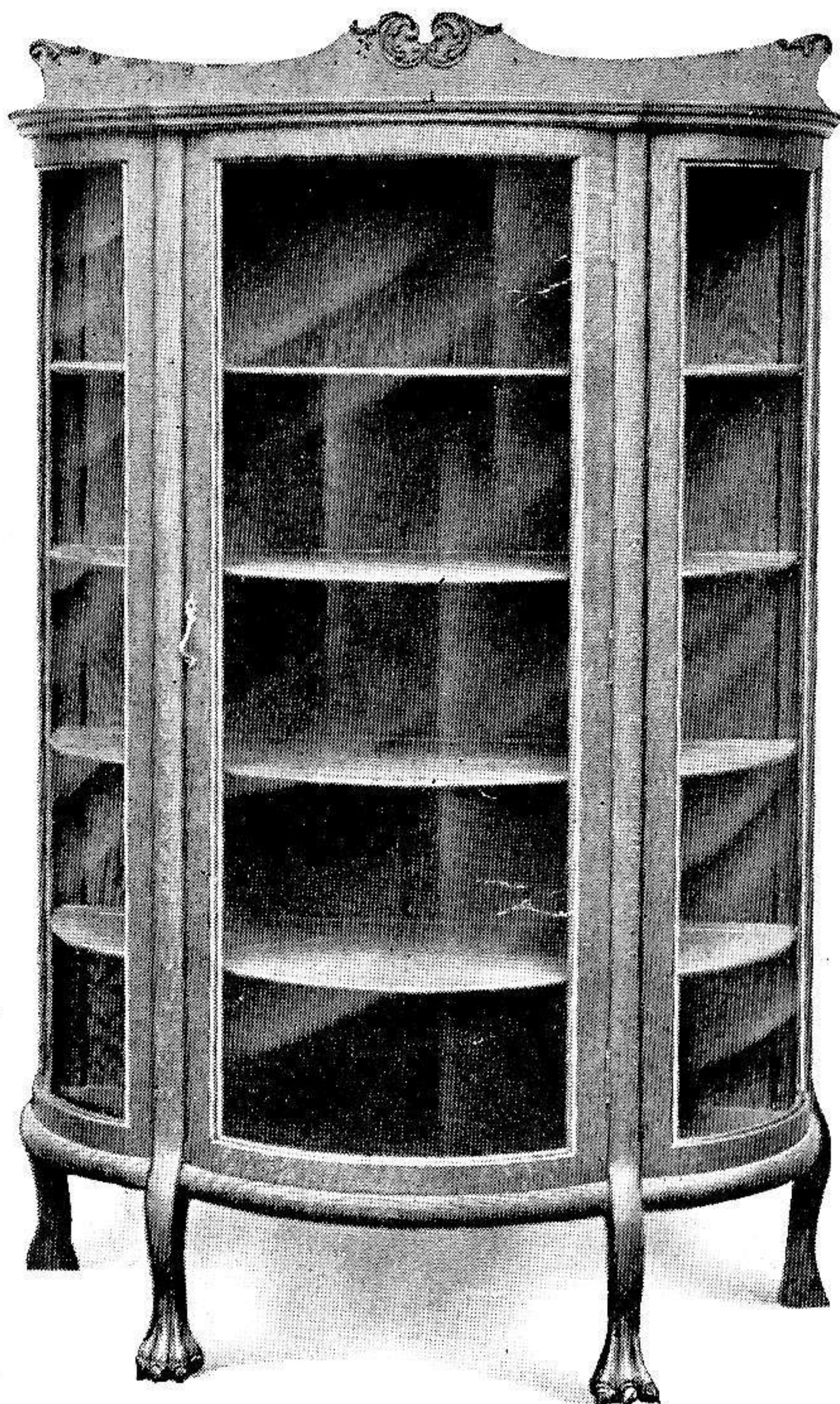
Larkin Street, **Larkin Co.** Buffalo, N. Y.

ESTABLISHED, 1875.

China Cabinet No. 916

*Will Lend a Completely-Furnished Air
To Any Dining-Room.*

*Given for sixteen Certificates; or free with \$32.00 worth of
Larkin Soaps and Products.*



A SWELL-FRONT-AND-END China Cabinet of new and excellent design. Four shaped adjustable shelves, 38 x 14½ in. grooved at back for holding plates, tapered edges. The bent-glass door is 21 x 51 in. ; sides, 15 x 51 in. Hand-carved toilet and claw feet.

Made of selected Quarter-sawed Oak, with fine, hand-polished Golden Oak finish. Handsomely grained, rotary-sawed ash back-panels.

Cabinet is 68 in. high; 41½ in. wide. It makes a handsome receptacle for fine cut glass, china and silverware.

*Larkin Street, **Larkin Co.** Buffalo, N. Y.*

ESTABLISHED, 1875.

Commodious, Luxurious.
TURKISH ROCKER No. 916
Constructed for Ease.

*Given for sixteen Certificates; or free with \$32.00 worth
of Larkin Soaps and Products.*



A COMMODIOUS Rocker designed especially for solid comfort. Seat is 21 in. deep; 28 in. wide between arms. Back is 27 in. high from seat. Luxuriously upholstered in Verona Velour with small diamond-shaped tufts on back and arms; base trimmed with heavy bullion fringe; genuine hair-filling throughout; the seat, back and arms have spring edges, and contain 36 steel coil springs, making a chair that comfortably adjusts itself to any position assumed. Castered.

Choice of Brown, Crimson or Green.

Larkin Street,

Larkin Co.

Buffalo, N. Y.

Established, 1875.